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# COMPUTERWORLD

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## About the Guide

The *Computerworld Buyer's Guide to Microcomputer Hardware* is a reference manual containing concise descriptions of computer systems and peripherals and short profiles of the vendors offering those products. In addition, this guide also lists vendors of media and supplies as well as manufacturers of board products.

This issue of the guide only includes products designed to operate with microcomputer or small business systems. Readers interested in products related to minicomputers and mainframe systems and all terminal products should consult the *Computerworld Buyer's Guide to Large Systems Hardware*, which was published April 18.

The guide contains four major product sections, each preceded by a fold-out tab divider identifying the products listed within that section. The four tab dividers are: Microcomputers (Section A); Printers

and Teleprinters (Section B); Board Manufacturers and Storage Devices (Section C); and Magnetic Media Suppliers and Plotters and Digitizers (Section D).

In cases where several different types of products are contained within one tab section, a gray-colored page with a product classification identifier is inserted in front of the listings for that particular product grouping.

Preceding the product listings is a vendor profile section (Section V).

The front of the guide features a special magazine containing articles concerning the state of the industry, technology overviews of specific products and issues pertaining to microcomputers.

Also included in this guide are separate indices which provide a method for quickly locating the diverse products listed in the guide.

### PRODUCT LISTINGS

The product listings contain pertinent technical specifications for the products listed in the guide. Technical data includes information on operating systems, memory requirements, transmission characteristics and speeds, capacities and recording speeds, among others.

Within each product category the listings are arranged in alphabetical order by vendor, with product descriptions following in alphabetical order by device name or model number. Certain product categories are broken down into subcategories to allow the reader to locate a product more easily. For example, the listings for printers are sorted by print technique — line or serial. Within each print technique the products are further sorted by print speed.

Other products with subcategories are as follows: computer systems are broken down by micro/personal, supermicros, small business systems and transportables; tape drives are listed by technology — cartridge or cassette; disk drives are listed by drive type — floppy or rigid and, within each type, are listed according to capacity.

All product listings contain information on purchase terms, pricing and installation statistics when vendors supplied such information.

An example of a typical product listing is shown at right.

**ZENITH DATA SYSTEMS**  
ZENITH Z-207-41  
Disk Diameter: 8 in.  
Compatibility: Zenith Z-100  
Plug Compatibility: IBM 3740  
Capacity: 1.3M bytes, Unformatted  
Average Access Time: 95 msec  
Integral Controller: No  
Interface: Zenith 5232  
Price: \$1,295 without controller  
Description Method: End User:  
OEM: Third Party  
Date First Installed: April 1983  
(See Vendor Profile Page V-37)

## About the Guide

### COMPANY PROFILES

The company profile section of the *Computerworld Buyer's Guide to Microcomputer Hardware* contains each vendor's address and telephone number as well as a listing of key management, marketing and technical personnel within the firm. In addition, the profile includes the company's target industries and revenues, among other details.

An example of a typical entry is shown at right.

**ARCHIVE CORP.**  
3540 Carillon Ave.  
Costa Mesa, CA 92626  
Major Markets: Peripheral  
Manufacturing  
Target Industries: OEM  
Contacts:  
Head of Sales: Tom Mainwaring  
Head of Customer Service: William  
Miller  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 300

### INDEXING SYSTEM

Each product category (excluding suppliers and board manufacturers) contains an index, which is located prior to that category's complete product listings. The introduction to the index provides a definition of the product class, if necessary, for clarity. It also explains the method used to sort the products for indexing as well as a description (as needed) of the order in which the listings appear in the section.

In addition, each index includes a variety of other important product information which permits readers to decide which products may best meet their needs and thereby avoid lengthy perusing of the guide. All indices include the page number on which the complete product listing is found as well as the price of the product.

An example of an index is shown below.

### Floppy Disk Drives

VENDOR	MODEL	CAPACITY	DIAMETER	PRICE	PAGE
C. Rich Electronics	TD-420/025	500K bytes, unitary	5 1/4 in.	N/A	C-24
Caltech Industries, Inc.	ADAM DISK DRIVE	160K bytes, form	5 1/4 in.	\$290 microcontroller	C-24
Comshare Corp.	MF800DS	2M bytes, form	8 in.	\$2,495 micro controller	C-18

### THE ENTERPRISE FILE

The Enterprise File is a data base containing information on thousands of companies that produce or provide computer-related products and services. It is the source of the listing information in the *Computerworld Buyer's Guide to Microcomputer Hardware*.

The project was started in April, 1982 and is a complement to the International Data Corp. (IDC) Data File, a well known data base of end-user facilities.

Information is gathered and regularly updated by IDC through printed questionnaires and telephone surveys. To date the Enterprise File has records on more than 12,000 companies and 30,000 products.

**NOTE:** Vendors were offered the option of placing their company name in a larger typeface than the standard listing size. Vendors were also offered the option of adding a boxed insert at the end of their listing. These options were paid for by the vendor and should in no way be construed as an endorsement of these companies and products by the publisher of the *Computerworld Buyer's Guide to Microcomputer Hardware*.

## Editor's Note

Industry pundits are calling it a shake-out, while vendors, rarely ready to admit to adverse conditions, are softening the phenomenon, calling it a shake-up. Call it whatever you want, but the truth of the matter is there is a lot of heavy gyrating going on in the microcomputer business.

And, according to many observers the industry will continue quaking for at least another year. In the pre-IBM Personal Computer heyday many vendors like Victor Technologies, Inc., Vector Graphic, Inc. and Tandy Corp. were early into the market with personal computers. No one worried about IBM compatibility then because IBM was not a competitor in the microcomputer marketplace. These companies enjoyed early success because they filled a need for what marketing types call early adopters — those people who were daring enough to buy a product before everyone in the neighborhood was rushing out to buy one too.

Those types of consumers are few and far between, but companies with visionary products were able to reap heavy profits in the early days of the personal computer market, especially because buyers were keen to experiment with the latest technological wizardry. But this wasn't the case with the rest of us who stared at the phosphorescent screen in wonder, never imagining we could gain mastery over such a machine — until IBM assured us we could.

In its inimitable fashion, IBM waited until others tested the market, creating awareness and desire for personal computers, and then stepped in to claim the lion's share of the mass market kill. Today, just three years after it introduced its Personal Computer, the IBM PC has become the defacto standard in most corporations, with Apple Computer, Inc., Digital Computer Corp., Wang Laboratories, Inc. and maybe Hewlett-Packard Co. finding their way onto approved hardware products lists. As a result, many of the vendors who responded to user needs early in the micro game or counted on a strong IBM-compatible personal computer market have been left by the wayside or forced to find more specialized niches.

Contributing to the rapid fallout in the microcomputer market is the decision by most corporations to standardize on one or two vendors' hardware, with IBM usually being the major vendor. Three years ago, when an occasional personal computer popped up on an employee's desk for stand-alone usage, the decision of which computer to buy was not a corporate issue. But now that many managers and professionals are clamoring for these devices and the prospect of networking micros to each other and to the mainframe is becoming a reality, the choice of computer products has become a major corporate investment, with information processing managers heavily involved in the selection process.

One information processing manager put it succinctly when he said, "Why reinvent the wheel?" These professionals are comfortable with IBM and a couple of the other major vendors and have plenty of other worries to contend with, such as which software applications to support, how to train all the new users and how to get all these devices communicating with each other.

Moreover, there are some signs that the supply of generic single-user personal computers is catching up with demand. In the past few months talk of multi-user microcomputer systems has been fast and furious. IBM augmented its plain vanilla PC with the PC/AT which functions as both a single and multiuser system and as a file server. Reports from microcomputer managers at major corporations reveal that personal computing is receiving some competition from the information center. Users are finding that the memory in available systems is not powerful enough to handle the more sophisticated packages such as Lotus Development Corp.'s Symphony. More importantly, these managers are reconsidering the feasibility of a microcomputer on every desk and examining the other alternatives for delivering computing power to users.

Although the decision to choose IBM is not necessarily a bad one from the user's standpoint, it certainly has created chaos in a marketplace populated with vendors who often have more innovative and efficient products than those offered by IBM.

But innovativeness is not the key to success in the marketplace anymore; it has been replaced with financial and marketing acuity. As John Gantz, one of the authors in this issue of the buyer's guides puts it, "Even though the microcomputer has put on a three-piece suit and wingtips doesn't mean it isn't young, vibrant and destined to surpass even its premature fame."

Marcia Blumenthal

# COMPUTERWORLD

BUYER'S GUIDE

*Magazine*

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# Magazine

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There is no such thing as perfect security, but there are measures an organization can take to alleviate the major security problems posed by proliferating microcomputer usage.







## REVVING UP

The micro speedway is heating up with updated personal computer architectures, a growing recognition by users of micros that they have to safeguard their data and a new breed of technical specialists — micro managers — making inroads in the organization. The following three stories explore these new turns in the micro environment.

# Shifting Into High Gear

By Aaron C. Goldberg

The underlying building blocks, or determinants, of a personal computer's architecture are the microprocessor and operating system specifications. A number of different architectures have come and gone or at least lost some popularity. This trend will contin-

ue as rapid and important technological changes continue to occur on a frequent basis.

When the present state of personal computer architecture is analyzed, it becomes obvious that significant advancements have been made in operating system and microprocessor technology. However, these advancements have yet to be implemented as mainstream system features — and

the market is still screaming for more. An example in each case provides compelling testimony:

- **Microprocessors** — The most popular microprocessor at the present time is the Intel Corp. 8088, followed by the Motorola, Inc. 68000. Yet both of these devices have newer versions with substantially more functionality and capability. Users are clamoring for this increased capability. This is certainly true for those users trying to run complex, highly sophisticated software on underpowered systems. In addition, as system de-



signers make more of the system operation transparent to the user, more processing capability is needed. Pent-up user frustrations from underpowered personal computers will eventually force the market beyond the 8088 and the base-level 68000 in spite of any compatibility problems or considerations.

- **Operating Systems** — The importance of the operating system to total machine operation cannot be minimized because of the large number of operational features determined by operating system capabilities. The most fundamental problem with personal computer operating systems (and possibly with larger computer operating systems as well) is that they are designed to work with the underlying computer hardware and not with the user. For this reason, such basic needs as multitasking, buffered output and true hardware resource scheduling do not occur in most personal computers. This necessarily demands that the user develop work habits along the lines of the machine limitations rather than human or user needs.

These limitations in the most popular architecture of the present — Microsoft, Inc.'s MS-DOS (called PC-DOS on the IBM Personal Computer) running on the 8088 chip — provide compelling reasons to expect that it will not be the most popular architecture of 1990.

Although the market viability of the IBM-oriented architecture is not in doubt for the next twelve months, the relative importance and stature of MS-DOS/8088 personal computers will decline. There are obvious signs that, due to differentiation needs and user requirements, this architecture will fade in importance in a manner similar to the Digital Research, Inc. CP/M and Zilog, Inc. Z80 architecture. This should not be construed as a prediction of IBM's fall from dominance, but rather as a reinforcement of the architecture changes that technological advancement necessitates. The key

question that the user of these products must ask is where will personal computer architecture move to from its present state.

Components are improving the performance of older designs. Personal computers were designed as scaled-down mainframes or minicomputers. System enhancement was the insertion of the next integrated circuits in the design cycle. However, from a system perspective the results are identical. The user sees a single-task system using a linear addressing scheme, two software levels — operating system and application — and required peripherals for printing and storage. A good example can be made by using an IBM PC and a Kaypro Corp. Kaypro II side by side. For all the perceived advancement of the IBM, both systems function almost identically.

Yet there are important advancements in the wings that will improve these older designs by at least one level of magnitude and present a different system concept to the user. Multitasking is one critical issue. A new version of Digital Research's Concurrent CP/M has an MS-DOS window, but unfortunately, MS-DOS version 1.1 — not version 2.0 — is supported. However, version 2.0 support will be announced. This will allow users to keep older, single-task system software, yet gain the important advantage of being able to do more than one task at a time. In addition to multitasking operating systems, virtual memory will become an important capability that will allow users the luxury of not having to retrieve everything from disks.

An additional imperative for increasing the functionality of older designs is an increase in processing power. It is already clear that Intel's 8088 is destined to be supplanted by the 80188 and 80186. These advancements will maintain the tie with the past, yet upgrade micro capabilities in line with those found on larger systems.

While the marketplace viability of the IBM PC architecture seems

assured for the next year or two, there are important alternatives to MS-DOS/8088 that are emerging. Listed in order of importance they are the Apple Computer, Inc. 32-bit family, Concurrent CP/M running on the 80186 chip and Microsoft Xenix/68000 architectures.

***The computer literate user is no longer the main focus of the market. This change calls for an architecture that is much more obvious to the user. The Apple design is truly consistent with the market dynamic of increasing numbers of customers being computer illiterate.***

There does remain the possibility of National Semiconductor Corp. 16032-based systems as well as speculated new operating system announcements from IBM. The likely architectures mentioned here include those announced products that appear to have the potential for significant market impact.

The Apple 32-bit architecture found in both Lisa and Macintosh is likely to be a major factor in the personal computer market during 1984, and will become firmly established in 1985. From a design perspective this product is completely different than the IBM concept. The IBM PC reflects the philosophy of a system designed from its most advantageous parts whereas the Macintosh is designed from the inside-out to reflect the user's needs. The computer literate user is no longer the main focus of the market. This change calls for an architecture that is much more obvious to the user. The single determinant of the degree of acceptance of the Apple architecture will be its reception by the third-party software developers.

The Apple design is truly consistent with the market dynamic of

increasing numbers of customers being computer illiterate. The system does have instant utility and compared to the MS-DOS environment is significantly simpler for first-time users. There are third-party products for IBM that imitate some Apple 32-bit characteristics

***The market need for an additional architecture besides MS-DOS/8088 cannot be dismissed. There are certain aspects of software and hardware add-ons that are either difficult or impossible to implement in the IBM architecture or plainly fit better elsewhere.***

and do impart greater ease of use — Trillian Computer Corp.'s Visual, a menu-driven system, is a good example — yet, without the total system design focus of Apple's 32-bit architecture there are some limitations. The Apple architecture does take the heralded concepts of the Xerox Corp. Star and implements them in a more useful and affordable form. This architecture is an unconventional approach in light of typical computer industry products. This break provides important marketing differentiation that should help the Apple products. In addition, aggressive pricing will also be an advantage.

The markets that have initially greeted the Apple 32-bit architecture with great warmth are education, high-level home and smaller businesses as well as a growing number of professionals. The products in the Apple 32-bit line have only started to gain popularity since the introduction of Macintosh and rerelease of Lisa as the Lisa 2. For this reason the exact acceptance of the Apple architecture in each of the many subgroups of the personal computer market is not yet certain at this time.

#### SHIFTING

It is clear that the educational consortium of Harvard, Yale, Stanford and others will insure success of the Apple 32-bit architecture. The biggest question mark in terms of submarkets will be its acceptance by medium- to large-size corporations. These firms have tunnel vision with regard to the IBM PC. It remains to be seen if any consideration will be given to the Apple 32-bit architecture by those users who cannot deal with the more cryptic IBM PC environment. Individual purchases of Macintosh by corporate users may enlighten MIS directors who may eventually allow it to be placed on an approved purchase list.

The Macintosh will soon have IBM mainframe communications ability through products introduced by third-party vendors and network vendors like Corvus Systems, Inc. With no network standard yet dominating the market, Apple supports almost as much communications as IBM and has a good chance of being supported by third-party vendors. A good systems network architecture or IBM 3270 communications capability on the Apple products would certainly be a major advantage.

The market need for an additional architecture besides MS-DOS/8088 cannot be dismissed. There are certain aspects of software and hardware add-ons that are either difficult or impossible to implement in the IBM architecture or plainly fit better elsewhere. In addition to technical reasons behind the need for an alternative to MS-DOS/8088, the consumer orientation occurring in the personal computer market necessitates a choice for the consumer. The theory that different plastic covers the same hardware/software combination is not an acceptable alternative. The manufacturers do in fact brag about the lack of variance between their products and IBM. Given that the use of personal computers is clearly an individual choice, there does have to be a range of alternatives to satisfy personal taste.

The expected rise of Concurrent CP/M or the latest generation of Intel microprocessors would seem to be ordained to some extent by the user's continued clamoring for a true multitasking environment. Although this operating system product has existed for about two years, the large movement of the market to MS-DOS limited the potential upgrade market from other CP/M systems.

The announcements of the MS-DOS window for Concurrent CP/M is the single capability that will start the growth of this operating system. It is important to realize that changes in the operating system environment are likely to be the result of smooth migration from past products to future ones. This is why the MS-DOS window of Concurrent CP/M is so important. It provides the user with the clear upgrade path from their present environment to the next level. An additional consideration for the user is the continuation of the crawl-walk-run type of capability growth that is easiest to comprehend. What this amounts to is the enhancement of the user environment in small, logically spaced steps. There is strong evidence to support the contention that users will become confused by taking quantum leaps in an operating environment without the benefit of intermediate steps.

Although there is considerable, unwarranted ballyhoo in the press regarding the eventual dominance of Unix as the operating system of choice, Unix itself will not be very popular in the personal computer market because it lacks any real benefits to the single-user micro environment. Even if Unix were adapted for the single user environment, it would offer no significant advantages over other operating system products already on the market. Unix-like operating systems will experience limited popularity in the personal computer market. However, Microsoft's version of Unix — Xenix — may achieve some popularity. The reasons behind this lie in three major

1948



One of the first Zenith television receivers.

1984



ZVM-133: 60 column display. Ideal for IBM PC and compatibles.

## Only a company with 36 years of TV smarts could make monitors this good.

**Z**enith introduced its first television receiver to a delighted America in 1948. It had single-knob tuning and an 11-inch porthole screen.

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Nobody understands video like Zenith. To find out more about their fine monitors, call 1-800-842-9000, ext. 1, for the name of your nearest Zenith Data Systems dealer.



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THE QUALITY GOES IN BEFORE THE NAME GOES ON



ZVM-122A: Non-glare amber screen. Compatible with most microcomputers.



ZVM-123A: Non-glare green screen. Composite video input.



ZVM-124: Super-resolution for IBM PC with monochrome adapter.



ZVM-131: 40 column display. Audio amplifier. Ideal for IBM PC Jr. or Adams.



ZVM-136: 60 column display. Audio feature. Ideal for expanded IBM PC Jr.

© 1984, Zenith Data Systems

areas: the large installed base of Xenix users, the support of Xenix by Microsoft and the possible migration of MS-DOS users to the Xenix environment.

The number of installed Xenix implementations in the personal computer market far outpaces any other version of Unix (or derivative) by a factor of three or four to one. Altos Computer Systems, Inc.'s large success is certainly one of the key factors in making Xenix the most popular form of Unix as the secondary operating system by such major vendors as Apple. Due to the high level of support and marketing that must accompany any reasonably popular operating system, Xenix is likely to maintain its leadership position in the limited personal computer world of Unix.

Although there is significant technical support of Unix by

AT&T, this market demands marketing support from a top-level marketing organization. Microsoft has the experience and capability to provide Xenix with this important marketing element, even if it is not their most important product. On the other hand, marketing is not generally accepted to be AT&T's strength, or capability in some more critical opinions. Microsoft is a true leader in the personal computer software market, and any product sold by this company will benefit from this position.

An additional impetus for Xenix in the personal computer market is the possible, yet admittedly difficult, migration from MS-DOS 2.0 to Xenix. Although there is no clean move from single-user/single-task MS-DOS to multiuser/multitask Xenix, there are some important commonalities that can


facilitate the movement of application software — which would allow users to migrate — from one operating system to another.

It is precisely these changes in the user environment that will be most important to the personal computer architectures of the middle 1980s. The user should remember that the market itself is larger than any single vendor (even IBM), and that any vendor that refuses to move with the times will be left behind. Before the choice is made to stay with any single vendor, the large user should understand that even a company as large as an IBM, Apple or AT&T will be left behind if they cannot keep up.

*Goldberg is director of the Micro System Services unit of International Data Corp., located in Santa Clara, Calif.*

# Track Backup

By Donald C. Collier



For inhabitants of the Information Age, words, numbers and images are being increasingly stored in forms susceptible to obliteration.

An agency of the French government sponsored a study on the world's information and found that 95% of data is presently stored on paper, 3% on microform and a

mere 2% in machine-readable or digital form. As computers continue to propel us towards the crest of Alvin Toffler's "third wave," digital data storage will increase exponentially, accelerating our dependence on computers.

Until recently, the luxury of converting and manipulating information in digital form has been largely reserved for government and large business concerns, where sheer volume and complexity have driven demand. A quiet revolution is changing this. Processing power that used to cost millions of dollars and take up

#### BACKUP

hundreds of square feet can now affordably fit on a desk. Today only about 13% of the 54 million U.S. office workers have computers or terminals. By 1989, 51% of the estimated 60 million U.S. office workers will have computers. Add to this the hundreds of thousands of

***In operating environments where a large proportion of user files must be left on-line and updated frequently, daily file-by-file backup can be a most exasperating experience.***

small businesses, from auto parts stores to florists, and it doesn't take an Einstein to see the trend towards magnetic storage of data.

But there are a few mysteries of magnetic data storage. It can be compared to the homespun magnets we played with as kids, but the fact is, magnetically storing data borders on a black art.

Let's face it, our precious bank balances, medical records, airline reservations and so on exist only as mysterious magnetic force fields induced on tiny specks of common rust (iron oxide) suspended in a binder and palmed on a substrate. Furthermore, these force fields are so infinitesimally small that waving them in front of an electric motor or household magnet will reduce the data to electronic mush.

Exaggeration aside, the above scenario is well known to computer systems manufacturers and their generally sophisticated clientele. Large- and medium-size data processing operations take great pains to protect themselves against the vagaries of a magnetic data storage environment. Computer rooms are air conditioned and clean, professional operators are used, uninterruptible power systems are installed and multiple computers are utilized to insure nonstop operation. Perhaps the most important function is saved for last: data file

backup copies are regularly made and stored off-site for further protection.

Now, all these precautions sound necessary, indeed even critical, for big data centers. But with personal computers finding their way onto desktops everywhere comes the danger of neglecting lessons painfully learned by the "big guys."

Business-level personal computers require powerful software, calling for more storage with faster access times — thus the advent of the small Winchester rigid disk. The data put on these miniature magnetic files to help manage end-user applications is no less vital to its owners than to the data processing operation of a huge insurance company with thousands of policyholders. If you don't think so, ask any poor personal computer salesman who has attempted to explain the principals of magnetic storage to a user who forever lost his spreadsheet files when his rigid disk crashed. The beleaguered customer, neither fluent in computerese nor properly instructed on the need for backup when he purchased the system, may reciprocate with a lesson in physics of his own — a tire iron from Sears.

The point is that backup of data is every bit as critical where personal computers are concerned as it is with mainframe systems. Yet the subject is given little, if any, attention at the retail level and minimal treatment by those who manufacture small computer systems.

With the development of ever more user-friendly software comes the need for high capacity and economical on-line data storage. Now that rigid Winchester disk drives can be bought for less than \$1,000, an increasing number of small computer systems builders are incorporating these memory extenders into production systems. Disk/Trend, Inc.'s "Disk/Trend Report" estimates that 2 million sub-5¼-in. and 5¼-in. rigid disks in the under 30M-byte category alone will be sold in 1984, increasing to about 4.5 million units in 1990.

This astounding growth is fueling demand for backup systems priced in proportion to the disks being backed up. The need is for small, low power, rugged devices priced in the \$200 to \$400 range for single-user systems. In addition, they must use standard media and be readily available from multiple sources. This wish list narrows the field of candidates considerably and has manufacturers and system builders alike scrambling for the right combination with no clear leaders yet in sight.

To say that all Winchester-based microcomputers have the same backup needs is to oversimplify conditions. One must first look at the applications involved and how the hardware is configured. Bear in mind that only a portion of the 10M bytes or 20M bytes of a system's disk storage needs to be regularly backed up. The operating system and application software, typically in the range of 1M byte to 3M bytes, never changes and is supplied on floppy disks to begin with, leaving only user files to be backed up.

A fundamental application dividing line is whether files must be left on-line versus regularly archiving inactive records onto floppy disk or tape. Many word processing files or spreadsheets for example, can be created, edited and printed and then be backed up immediately, file by file, to floppy disks for off-line storage. This has an added benefit of improving processing efficiency because files are stored randomly on rigid disks as space is available. When they are subsequently processed, the file fragments must be concatenated, which means many head accesses and associated time delays. Backing up data sequentially on floppy disks and then reloading it on the Winchester results in disk restructuring. This is not done too often with personal computers, but if the user has a lot of fragmented files and wants to clean up the hard disk, this process proves useful.

In operating environments where a large proportion of user



# BACKUP

TYPICAL DEVICE TYPES SUITABLE FOR MICROCOMPUTER BACKUP

Device Type	Capacity (M Bytes)	Transfer Rate (K Bytes/sec)	Media Changes Per Each Full Bytes	Approximate End User Drive Price	Cost Per Media Unit	Multiple Sources
<b>Floppy Disks</b>						
5 1/4-in. - Conventional	0.3-1	31-62	10-33	\$375	\$3	Yes
- High-Capacity	2.3	62	4	\$625	\$6	Limited
3 1/2-in. Microfloppy	0.25-0.50	31-62	20-40	\$310	\$4	Yes
<b>Removable Rigid Disks</b>						
5 1/4-in. Cartridge	7.5	625	2	\$1,750	\$50	Limited
3 1/2-in. Cartridge	5.0	625	2	\$1,250	\$35	No
Bernoulli-type	7.5	625	2	\$1,500	\$35	No
<b>Tape Drives</b>						
1/2-in. Cartridge	50-150	31-150	1	\$1,250	\$25	Limited
1/4-in. Cartridge	20-45	30-90	1	\$750 - \$1,250	\$25	Yes
Mini-cartridge	10	41	1	\$750	\$18	No
Cassette	10-40	37-112	1	\$675	\$15	Limited

files must be left on-line and updated frequently, daily file-by-file backup can be a most exasperating experience. Feeding handfuls of floppy disks into a computer while others are going home to pipe and slippers can be enough to drive the heartiest of souls to their knees praying for another alternative.

Another key variable is the hardware configuration. Single-user microcomputers are the most common, but an increasing number of multiuser and networked systems are appearing in desktop and portable packages. Backup on single-user systems is the easiest to manage: if file-by-file backup is chosen, only one user has to remember which files have been changed or are candidates for archiving. When multiple users share a common disk drive, however, keeping track of whose files have changed and which ones can be purged quickly becomes unruly. The need in this case is once-and-for-all backup, preferably at the end of each work day. Today's floppy disks are simply not practical in this situation.

The burgeoning demand for small, powerful portable computers argues even louder for a simpler way to do backup. The pick-up-and-go mentality will hulk even the seasoned computing veteran into neglecting that seemingly unproductive backup step on the way out the door. The perfect solution has yet to arrive, meantime let's

look at today's candidates.

Devices for backing up rigid disks fall into three categories, floppy disks, removable rigid cartridge disks and tape drives. The chart above lists typical characteristics of devices suitable for microcomputer backup.

**Floppy Disks** — The venerable floppy disk made the microcomputer revolution possible, acting as the primary on-line storage device. The inclusion of small rigid disks in high performance models now relegates floppies to program loading and backup, the functions for which they were originally designed by IBM years ago. Because they are the medium of exchange between computers for software and data files, floppy disks will remain on systems indefinitely, thus their prominence for backup as well.

Today's floppy disks come in 8- or 5 1/4-in. sizes, the latter being the most popular in small systems. But with space at a premium, half-high or even one-third high 5 1/4-in. drives are rapidly taking over the market. Typical capacities range from 0.3M bytes to 1M byte, data transfer is either 5% or 10% of Winchester disks and the per-unit price is competitive, at an average of \$375. They are available from a host of sources.

A new generation of high-capacity, 3 1/2-in. microfloppies is emerging using closed-loop servo techniques and sporting capacities up

to 3.3M bytes from companies like Amilyn Corp., Drivevec, Inc. and Eastman Kodak Co.

These microfloppies are backward-read compatible with 48 and 96 track/in. (tpi), 5 1/4-in. media, so users are not painted into a corner when they use these smaller units. The limited number of suppliers will keep prices up for a while — in the \$300 to \$400 range — until more models join the party. This product category is very promising because they are smaller and have almost as much capacity as standard floppy units. High volume vendors, especially the Japanese, are jumping on this product class. There is something very attractive about being able to slip a floppy disk into your shirt or coat pocket.

The pressure to reduce size and power, especially for portable computers, has fostered the development of this microfloppy product class. The great diameter debate is now winding down, with the 3 1/2-in. diameter becoming the most popular. Companies like Micro Peripherals, Inc., Shugart Corp., Sony Corp. of America and Tandon Corp. offer 3 1/2-in. floppies, using hard-jacket pocket-size media storing 0.25M bytes to 0.50M bytes now, with subsequent versions on the way to 1M byte. They are available from multiple sources and the media is mass produced. System builders like Apple Computer, Inc. and Hewlett-Packard Co. have introduced models

using these microfloppies.

Where frequent file-by-file backup is practical, floppy disks are perfectly satisfactory. They are on the system anyway and offer an economical backup alternative. However, for anything like a full disk dump of 10M bytes, floppy

**F**or anything like a full disk dump of 10M bytes, floppy backup is glacial in speed, requiring from 10 to 40 media changes in standard versions, but this is reduced to four changes in high-density models, which may assure the popularity of floppy backup for low-capacity backup.

backup is glacial in speed, requiring from 10 to 40 media changes in standard versions. This is reduced to four changes in high-density models, which may assure the popularity of floppies for low capacity (10M bytes or less) backup.

**Removable Rigid Disks** — Early IBM-type rigid disks used removable packs and a backup means was built into the units. Winchester disks, on the other hand, store data in a fixed, sealed chamber. A few companies are developing small, removable cartridge drives, which are in essence a removable Winchester, to back up or completely replace fixed Winchesters. DMA Systems Corp. and their licensee, Memorex Corp., offer 5¼-in. fixed/removable and removable-only versions while Syquest Technology, Inc. offers a 3.9-in. removable-only drive.

Iomega Corp. offers yet a third approach, a 5¼-in. Bernoulli-type semi-rigid media design storing 7.5M bytes per cartridge. The DMA/Memorex units have 5M or 10M bytes of fixed storage and the same amount of removable storage on its fixed/removable models and 7.5M bytes for its removable-

only model, while the Syquest model stores 5M bytes. All of these drives transfer data at 625K bit/sec, matching rigid disk rates and making them far faster than floppy or tape options; only two media changes are required to backup 10M bytes. Pricing for these models runs in the \$1,500 range and media is \$35 to \$50. However, the fixed/removable units are not turning out as popular as the removable-only systems for personal computer applications. In addition, there is a limited number of suppliers for this product class.

Removable-disk cartridge drives are particularly handy where frequent full disk dumps are done and where time is limited. They are also applicable where complete operating systems or libraries of data files must be transported or distributed, to be quickly loaded back into a system at a later time. For this to be practical, recording format standards must evolve, a step yet to be taken. These drives are a controversial product category because many users are not convinced they are reliable or that it is necessary that the major portion of the disk storage should be removable.

**Tape Drives** — Finally, an old standby remains, magnetic tape. Originally a mainline storage device, later relegated to tertiary functions with the arrival of magnetic disks, tape drives are now coming in surprisingly small packages for microcomputer backup and are viewed as a desirable backup alternative because of their low cost per megabyte of storage.

Back in the dark ages of microcomputers, converted audio cassettes were often used to store data. They gave cassettes a bad reputation in the process, because they were unreliable and inefficient. In 1972, 3M Corp. developed an alternative, the ¼-in. data cartridge. After a slow start, tape drives based on 3M's media have gained wide acceptance, especially after industry-wide format and interface standards were adopted via the Quarter Inch Cartridge

committee formed by makers of these drives. This committee is developing industry-wide standards for recording formats and drive interfaces which will allow a user to take a cartridge out of one vendor's drive and slip it into another vendor's system. Upwards of 100 system builders are now using ¼-in. cartridge drives and the list is growing.

Quarter-inch cartridge drives are made by companies like Archive Corp., Cipher Data Products, Inc., Data Electronics, Inc., Tallgrass Technologies Corp. and Wangtek, Inc. in capacities averaging 20M bytes to 45M bytes and transfer rates from 30K to 90K bit/sec (comparable to floppy disks). Most models use streaming technology, taking steady bursts of data from disks without interruption. Some start/stop versions are offered, allowing large-scale file-by-file backup and disk restructuring capabilities not possible with streaming; the price paid here is time. A steady progression of scaled-down versions finds many models with half-height, 5¼-in. footprints. Pricing for these drives ranges from \$750 to \$1,250 and multiple sources and media are readily available.

A miniature version of the data cartridge, the DEC-100 or minicartridge was also developed by 3M using 0.15-in. tape. To date, only one company, Irwin Magnetics Corp., is actively promoting a drive based on this media for backup purposes. Their drive stores 10M bytes and is small enough to fit in either a 3½- or 5¼-in. form factor. It's cost is low (\$500 to \$750) and media is widely available. At the moment, there is only one source for this drive, but that does not seem to have stopped Compaq Computer Corp., which has chosen Irwin's drive for their new Deskpro computer series.

In the meantime, a few companies have introduced cassette drives specifically designed for data storage. Memtec Corp., Raymond Engineering Co. and Teac Corp. of America offer 5¼-in. mod-

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els with capacities ranging from 10M bytes to 40M bytes, transfer rates from 37K to 112K bit/sec, and costing about \$850. Memtec also has a half-height version, and it would not be surprising to see models coming in a 3½-in. package. Vendors of this product class are also organizing to formulate format and interchange standards.

A new tape product class is emerging — half-inch cartridge drives. Companies like Electronic Processors, Inc., Memorex, Rosscomp Corp., and Tandem Corp. have announced 5¼-in. products, with others expected to join including Digital Equipment Corp. and Control Data Corp. These devices have capacities in the 50M-byte and greater range and transfer rates are typically 30K to 150K bit/sec. Because these products are just coming to market, standards have yet to evolve and systems builders are reluctant to commit to any one company's approach. Big players are involved in this prod-

uct category, including 3M for media production. And with its new ½-in. 3480 drive, IBM has set a media standard, which most likely will filter down to smaller systems.

The ½-in. cartridge tape drives will primarily impact the high-end multiuser microcomputer segments. A slow start, limited sources and lack of standards for ½-in. cartridge tape drives has given them time to become firmly entrenched in low-end applications.

Tape backup is superior to other alternatives on a per megabyte cost basis, but if floppy disk backup is not practical due to performance or convenience constraints and moderate transfer time is acceptable, tape is the way to go. Although the inconvenience threshold varies according to individual users, if you've got to change floppy media more than four times it's inconvenient. The drawback with tape is the incremental cost for the tape drive, which can run \$1,500. If cost isn't a major stumbling block,

tape is probably a better way to go, especially with multiuser-micro systems. The convenience of loading one media unit, pushing a backup command, and walking away can be a very attractive thought.

Until something exotic, such as optical storage, comes along, backup solutions will come from the currently available technologies. And, lest we ever forget, what IBM chooses to do at the low end could well be decisive. Until IBM settles on a backup device other than floppy disks, major OEMs like Hewlett-Packard and DEC will be the bellwethers. But thus far, no single approach has dominated.

*Collier is marketing analysis director at Applied Magnetics Corp., Goleta, Calif., a manufacturer of magnetic disks and tape heads. He was formerly a data storage industry analyst with Freeman Associates, a management consulting and publishing company.*



# Setting The Pace

By Marcia Blumenthal

One Friday afternoon you are sitting in your office contemplating your plans for the weekend when the boss calls you in and says, "Hey, you know more about micros than anyone else in the company. Everyone who works here wants a personal computer these days and I was just talking to our executive vice-president who said we need someone to get a handle on these little computers. How would you like to head up that effort? Thanks, I knew you would. Have a nice weekend."

This scenario for the making of a micro manager may sound like a high-technology version of *A Star Is Born*, but in many cases it's not too far from the truth.

"I fell into the job," recalls Ron Goldfarb, manager of office automation systems at Pratt and Whitney headquarters in East Hartford, Conn. The director of corporate DP sent out a letter asking for an office automation representative

for a meeting about microcomputers.

Likewise, Robert G. Moskowitz, desktop computer supervisor at American Motors Corp. (AMC) in Detroit, says he was selected for his job because "he was the principal supervisor in the information systems department who was involved in philosophical discussions on automation."

Of course not all micro managers were created from an amorphous mass of confusion. However, the people occupying these positions today generally started out a year or two ago to fill an undefined void in the corporate computing environment. Most micro managers were "thrown in

there by people above them," observes Steven Hochberg, microcomputer manager for Complete Technologies Corp., a consulting firm in Flint, Mich. They were basically unprepared for their jobs in terms of management skills. Hochberg has the added perspective of directing the Micro Managers Association in Detroit, a network of these managers that also has loosely affiliated groups in many other cities. (See related story.)

Although some micro managers have nontechnical backgrounds, most were recruited from traditional DP ranks and think a technical background is a necessity for the job. One exception to this tenet is Goldfarb who quips, "I grew up in the user community, so I'm one of the good guys. It makes for some fascinating battles between the mainframe guys and guys like me." By contrast, Marcia Hearst, manager of the information center at Metropolitan Life Insurance Co. in New York, hails from the systems programming area, where she was responsible for bringing in APL-based products and consulting with users.

Julian Horwich, manager of corporate office automation at American Hospital Supply Corp. in Evanston, Ill., started out 20 years ago with degrees in electrical engineering and computer science. As early as 1976 he was working at the giant hospital supply company with what was then state-of-the-art end-user computing equipment, consisting of Digital Equipment Corp. minis used by experimenters in an animal laboratory whose data was transferred to an outside mainframe. Through his vast experience Horwich has been able to document the long pilgrimage end-user computing has taken.

At the time they started their jobs, most managers reported their responsibilities were hazy and the corporate environment was confusing. A lot of this uncertainty still exists, but the situation is changing. "Right now at our company there is no organizational structure for the micro manager or support

person," according to Kenneth A. Edelstein, manager of microcomputer support information services at Merrill Lynch, Pierce, Fenner and Smith, Inc. in New York. "There is a series of semiautonomous feudal kingdoms."

The micro manager is a salesman or a guru who can "educate, charm and beguile the technology so users can put the micro to good use." As far as control goes, it's not there yet, but Edelstein sees an eventual move towards more centralized support. Right now a cooperative venture is forming between his group and another micro support group in the organization. What he'd like to see is more formalized communication with his counterparts in the organization. Eventually the micro manager role will be viewed as a function similar to the traditional DP manager's role, he predicts.

Agreeing with Edelstein, Hochberg thinks the micro manager position is definitely a corporate position and may become a large part of the DP group. "I do not think the micro manager will achieve the political power in the organization that the DP manager has because the workstation is only one part of the information process." At first, organizations put the micro on the side to see how it would develop within the organization, then it was drawn into the information fold. But it is a powerful position because the micro manager often has purchasing authorization, he points out.

At GCA Corp. in Bedford, Mass., Glenn Fund was recently hired as the manager of end-user computing because the management of the firm thinks the role is critical. Fund is charged with specifying hardware and software for vendors and micro selection, among a myriad of other duties. He sees the need for a strong affiliation with DP. His firm is taking a very structured view of personal computing. Prior to Fund's joining GCA, no one had responsibility for centralizing systems. GCA presents an interesting situation because the

firm is also installing its first in-house mainframe and has hired what Fund refers to as a heavy-weight DP manager who will also be tying personal computing and telecommunications into the computing framework.

AMC's Moskowitz sees the situation in a different light. At AMC "our structure changes biweekly," he says. As the original micro manager he had the freedom to set up the criteria he considered important for micro usage, which is a powerful position in a company. The micro manager is a pivotal position at the low end of the learning curve, but "once the corporate attitude is established the need for strength becomes unnecessary unless people are building empires," he continues.

Most likely the micro manager's power at AMC will be reduced because the responsibility for procurement may be going back to operations. In the micro arena, procurement has to be timely and operations isn't always known for its timeliness. What will eventually happen is an end-user evaluation group will do broadbrush analyses of products and direct it to the information systems department.

Moskowitz is now moving into the information center—the new hot button in the company. The information center concept is cutting into personal computer usage, he notes. "A data base of any size does not function well even on IBM's PC/XT. Personal computers are not meant for heavy I/O and we found our users are eating up every piece of available memory for spreadsheets," he reports. So with the information center there will be two alternatives for end-user computing. In his new position Moskowitz will determine which employees get a personal computer and which ones would be adequately served by terminals.

Although the visibility and power of the micro manager varies from organization to organization, most micro managers see the position fitting into the general DP structure. However, it appears it

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## Help is on the Way

Often drafted into their one-of-a-kind positions by superiors and left to fend for themselves in an ill-defined corporate environment, the life of a microcomputer manager is not an easy one. What do they do when they want to compare notes? Well, they can drop in on meetings held by the local microcomputer managers associations that are springing up in urban areas throughout the country.

Although there are less than 10 of these full-fledged networking groups operating currently, interest in them is keen, according to Marty Butler who directs the Microcomputer Managers Association of New England (see accompanying list on page 27). Butler was selling prepackaged software, such as VisiCorp's Visicalc, to large organizations and he was talking with a lot of emerging micro managers. Everyone was wondering what everyone else was doing. About a year and a half ago "I called a lot of people I knew at big companies such as Gillette [Co.] and John Hancock [Insurance Co.] and set up a meeting in Boston." The result was the establishment of the micro managers association, which now has about 225 members.

With the clout of big user companies represented at these meetings, Butler found he could sponsor meetings in Boston and call in large vendors to give demonstrations on their products very shortly after introduction.

Everything is still in a "mish-mash stage," Butler reports, adding the group wants to establish committees to review products and to develop training methods. "Right now it's only a skeleton, but it's better than being out there with nothing," Butler adds.

The various microcomputer manager associations are not users groups — they are networking groups for managers who are responsible for managing micros or some aspect of micros, such as product selection and support, according to Alan Gross who is president of the Microcomputer Managers Association in New York. Although the groups currently in operation are local organizations and are not formally affiliated in any way, they

remain in relatively close contact with one another. This past June, the New York group sponsored MicroForum, a conference attended by 200 microcomputer managers and 45 vendors. Feedback from this event was very positive and it looks as though other forums are in the wings.

One of the major functions of these groups is to provide feedback to vendors on their products, services and support, Gross reports. As Gross and others see it, a major problem is preannouncement of products by vendors. The vendors do not know the havoc they create when users see advertising for a new product and call around and no one knows anything about the product. Micro managers also need better demonstrations and more detailed technical information from vendors. He rapped sales people from stores and distributors for not being knowledgeable enough about the products they sell.

Volume discounts and licensing arrangements are other aspects of vendor practices that are major concerns among micro manager associations. Vendors don't understand that companies can't order 100 units of something at one time. "It's more like five at a time, which could total 100 for the whole year," Gross explains. It is hard to predict annual purchases with a great degree of certainty.

Moreover, an unlimited license agreement has to be developed in order to buy one version of a software program and use it throughout the organization. Right now everyone buys a program at different times and seven different versions of the product appear. All of these cannot be supported, Gross continues.

Although a good deal of time is spent with vendor relations, micro managers spend a lot of time talking about other topics at these meetings. Major concerns are mainframe-to-micro links, integrated software packages, data base management systems for micros, training and support for executives and standardization of software and hardware within the organization and local-area networks, among others.

will take some time for responsibilities to settle. Many reported that when the position was first recognized by the organization, one person was responsible for everything. These days it looks as though the micro managers are having staff assigned to them with duties such as support or applications specialists.

Despite hazy job descriptions

and organizational uncertainties, the typical micro manager is a very busy person. They see their challenges from different perspectives, set their goals and measure their accomplishments in different ways, but all feel they have made progress in their respective spheres of influence.

Metropolitan Life's Hearnst likes

to that of diplomat. Bringing the right products to the right people is one of her goals. "Sure, we have localized groups, that's always going to happen. We have strict rules with hardware, but we are benevolent with software." One of Hearnst's goals is to get users more involved in the software evaluation process. "On a centralized basis we can weed out the five or six



best packages for an application, but we want input from local groups. On a hardware or communications package you need a stable vendor, but if your graphics vendor goes under, it's not a devastating task to find another package."

Also, she would like to have her company be a beta test site for vendors so they can give them feedback on new product.

Although micro managers are often responsible for purchasing micros, deciding on which micro to purchase is almost a moot point. Most micro managers interviewed reported the IBM PC or the PC/XT and Lotus Development Corp.'s 1-2-3 are de facto standards in their firms.

The real duty now is "controlled implementation," according to Hochberg. How you get micros integrated with the rest of the organization and make sure people are using them effectively and efficiently is the real challenge.

Fratt and Whitney's Goldfarb felt the firm had scored a major breakthrough when a group of 40 senior staff members went to a strategy meeting armed with eight personal computers for simulating a business plan. On a more dramatic note, the parent corporation, United Technologies Corp. bought 1,100 PCs, gave executives a three-day training course and the com-

puter as a graduation present.

On a similar note, Edelstein is really pleased with his Micro Share program, which has almost 200 public domain software programs that the firm's 4,000 users can access with a time-sharing identification.

At GCA, Fund is setting up a user group within the company which will serve as a personal computing strategy group. Departmental managers will assign key word processing and personal computer users to meet monthly in order to set up guidelines on issues such as product selection and training. "I want this to be a group decision. I don't want to dictate [the strategy]. Users have to believe micro managers are performing a useful function. If we are not responsive to their needs, they will find a way around us."

"Another major challenge is support." My biggest piece of advice is to grow your own support people," offers Merrill Lynch's Edelstein. "Upgrade the administrative assistant to a micro applications specialist and managers will then have semiautonomous versions of themselves in every department."

Developing inside support personnel is definitely one way to take care of the problem, but American Hospital Supply's Horwich has found what he thinks is a nifty support delivery vehicle for personal

computer users at corporate headquarters — Duns Plus, a marketer of IBM PCs integrated with major spreadsheet and word processing packages and outfitted with communications software for downloading mainframe data and connecting to outside data bases. Duns Plus provides training and a hotline. "You pay a little extra for it, but it's cost-effective because it solves the support problem," Horwich offers. "Buying a PC is like ordering *a la carte*; Duns Plus is like getting a whole dinner."

And last but not least, all micro managers are also grappling with standardization, particularly, trying to avoid duplication of applications and instituting local-area networks.

And if all these activities are not enough, micro managers can spend their spare time keeping up with technology and new products. Horwich colorfully describes a fantasy he has about solving this dilemma. "I'm standing on a mountain overlooking Silicon Valley with a one-million watt amplifier. I yell 'stop' and everyone runs out and goes to the beach and has a party for a year. Then micro managers have a year to figure out what's going on."

Blumenthal is editor of Computerworld Buyer's Guide.

The following is a list of the directors or founders of major microcomputer management associations currently in operation.

#### NORTHEAST

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Microcomputer Managers Association of New England  
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Cambridge, MA 02138  
(617) 661-7007

Alan Gross  
Smith Barney, Inc.  
333 West 34th St.  
New York, NY 10001

#### MIDWEST

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Complete Technologies Corp.  
747 Church Road  
Elmhurst, IL 60126  
(612) 530-4200  
(Chicago and Detroit groups)

Robert Wasserman  
Peet, Marwick, Mitchell & Co.  
1700 IDS Center  
Minneapolis, MN 55402  
(612) 341-2222

#### WEST COAST

James L. Hener, CDP  
38240 N. Sixth St. W.  
Palmdale, CA 93550  
(805) 947-9772

Chick Bornhals  
Micro Mega Systems  
834 Baker St.  
San Francisco, CA 94115



## Getting Carried Away

By Richard LePage

When Epson America, Inc. introduced the HX-20 notebook-size microcomputer at the National Computer Conference in 1982, it was both hailed as a major breakthrough in computing and dismissed as an expensive, computerized toy. Priced at \$795, it featured a 4-line by 20-column liquid crystal display (LCD), 16K bytes of ran-

dom-access memory (RAM), built-in thermal matrix printer and microcassette tape drive. The HX-20 was certainly a microcomputer, although not a very powerful one. Epson acknowledged the power limitation but pointed out that the machine was designed to complement a desktop system, not replace it. The portable was targeted at the

businessman on the road who needed to keep notes and figures, work on reports and be able to send his work back to the office.

Unfortunately for these businessmen, the Epson machine never really took off. It suffered from poor distribution, had too small a screen to be able to read with any degree of clarity, had insufficient



## With Kneetops

memory to do any real word processing tasks, had battery problems and, most importantly, had no real software base. Although still marketed, the HC-20 has been replaced by a more versatile, more powerful group of notebook- and briefcase-size machines that are quickly approaching the capabilities of desktop computers and are

truly portable computers.

The first real success in portable computing was Tandy Corp.'s TRS-80 Model 100. Weighing in at four pounds, it had an eight-line by 40-column LCD, full-travel (typewriter-style) keyboard, a built-in 300-baud modem and 8K bytes of RAM — all for an initial price of \$799. Built into the read-only memory

(ROM) were five software modules; a text editor; Microsoft, Inc.'s Extended Basic; an address organizer; a schedule program; and a telecommunications control program. Designed by the Japanese firm Kyocera and licensed to NEC Electronics U.S.A., Inc. and Tandy in similar forms, the machine took off in the U.S. marketplace, and

quickly followed by a slew of introductions by major vendors determined to get a toe-hold in the infant market. Hewlett-Packard Co., Gavilan Computer Corp., Olivetti Corp., Apple Computer Corp. and Epson have debuted variations on the notebook theme. And other vendors, such as IBM, are rumored to be working on lap-size computers which offer nearly as much power as their desktop models.

A major breakthrough in powerful, full function portables was scored last year by Sharp Electronics Corp. with its briefcase-size PC-5000, an IBM Personal Computer-compatible system. The PC-5000 featured 256K bytes of RAM, a 16-line by 80-column LCD and was battery-powered. While it hasn't truly met with much success in the marketplace, it did signal that it was possible to shrink a desktop down to a usable, portable size.

There have been other portable machines, such as Compaq Computer Corp.'s Compaq, which offer full desktop computing capabilities, but these systems were really transportable machines, ones that were moveable, but not computable on the road. They must have an AC outlet to run and weigh upwards of 35 lbs.

In May 1984, Hewlett-Packard announced the HP-110, an IBM PC-compatible, 8.5 lb., lap-size computer with a whopping 272K bytes of RAM. The biggest plus of the system was the applications software burned into the memory of the machine. Lotus Development Corp.'s 1-2-3; HP's Memo-maker word processing program; a terminal emulation program; MS-DOS; and an HP systems utility had all been squeezed into 400K bytes of read-only memory (ROM). The HP lap-top also features a 16-line by 80-column LCD.

Sold for about \$3,000, the HP-110 combines many of the best features of both the desktop and portable computers. With Lotus 1-2-3 in memory, businessmen have a powerful integrated business program and the ability to transport files to HP's desktop, the HP-150,

or to the IBM PC or compatibles.

Epson followed HP's lead less than a month later, introducing the Geneva/PX-8. Priced at \$995, the PX-8 has 64K bytes of RAM, 32K bytes of ROM, an 8-line by 80-column LCD. Burned into ROM are Digital Research, Inc.'s CP/M operating system and three Micropro International Corp. application software packages: WordStar, Portable Calc and Portable Scheduler.

It is too early to judge the success and market acceptability of the new HP and new Epson machines, but they received a lot more kudos than their earlier counterparts. These new lap-tops employ the most advanced technology commercially available, offer major operating system compatibility and are very affordable. Ultimately, however, their survival depends upon whether they are used for general business applications that are also performed on desktop systems.

There are still many complaints about this new generation of machines, most of which center around memory and screen size, battery power, data transport and IBM PC-compatibility. If these problems can be resolved, portables will have a lot better chance of being accepted by business users.

With all this hoopla surrounding knee-tops, market researchers are now calculating market predictions for these units. According to figures compiled by InfoCorp, a market research firm located in San Jose, Calif., mobile computers in 1984 will capture 2% of the total micro market revenues, and by 1989, 11.5% of the micro market. The major users of the portable computers are, in general, people "who are high achievers, who have interrupt-driven days and need computing capability away from the office," according to Sandy Gant, a senior analyst at InfoCorp. Their main concern is data compatibility, or the ability to upload their spreadsheet or word processing files to their office systems in a form in which they are usable.

Machines such as the TRS-80

Model 100, the NEC PC-8201 or the Olivetti M-10 can transfer files using straight ASCII code, but this process is slow and often inaccurate. These micros are not data compatible with the current crop of desktop micros. On the other hand, the HP-110, with its MS-DOS operating system, has the capability to upload a Lotus 1-2-3 or similar data file to another MS-DOS computer with a high degree of data integrity.

The Tandy, NEC and Olivetti lap machines, while powerful for their size and price, will most likely not make any major inroads into standard business applications, according to Norm Dewitt, director of personal computing for Dataquest, in San Jose. The most popular and useful machines will offer IBM PC or Apple compatibility because of the enormous software base present for both those vendors. Without a sizeable base of applications to run on notebook or briefcase micros, new portables will meet with a very limited market acceptance.

The Model 100 is selling well at approximately 2,500 to 3,500 units per month, but is being used primarily by journalists, construction workers, order entry personnel and other people who need data-taking and basic computing capabilities on the road or in the field. Gant says that Tandy originally envisioned the Model 100 as an entry-level home computer, but surprisingly, 70% to 80% of these portables are being used for limited business applications. Some prime applications for the portable computers, aside from basic business and journalism, are found in the government, military, scientific and engineering arenas. Grid Systems Corp. discovered a niche for its Compass briefcase-sized model in the federal government for auditors testing the machine around on field audits. The Compass, however, is not a true portable, as it is an AC-powered machine. Adding a battery pack brings the weight of the computer up to almost 17 lbs.

According to Gant, one group

targeted as good candidates for notebook computers were field sales representatives, but, with the exception of some insurance and real estate professionals, this group is resisting carrying lap-size computers because they think it creates more work than is necessary. Previously, to create a report, field service personnel only had to deliver the data to an office worker. Carrying a computer in the field, with its logical data structure and report capabilities, means that a representative is more responsible for creating the finished report.

One of the major stumbling blocks in the acceptance of portables is the availability of software. Although the Kyocera models do not have a major operating system built into their RAM packs, there are a few companies which manufacture software for them. Traveling Software, Inc., a Seattle, Wash., firm, has designed spreadsheet, data base and other productivity software for the Model 100, PC-8201 and M-10 micros. Another firm, Datacount, Inc., in Portland, Ore., manufactures a DBMS for the same computers. Even though a user must purchase a disk drive or cassette player and also most likely must add memory to the machine's limit, the added power of such applications is a big plus for field-intensive work.

The largest problem facing the notebook and briefcase computers is the technology used in constructing them. The market is technology-driven and, because most of the technology is new, certain drawbacks will continue to plague the sector until it matures.

The major limitations associated with lap computers are power requirements, memory size and mass storage, screen size and price. Power requirements are high for personal computers and the methods which allow the lap-size machines to run on batteries are only newly available. Current complementary metal-oxide semiconductor (CMOS) technology, which allows the lap computers to run on minimal power require-

ments, has not truly been refined. Newer CMOS chips, such as the ones found in the HP-110, allow up to 16 hours of continuous use without recharging or changing batteries, but, until CMOS technology allows use of power-hungry peripherals, total portability will be a major problem.

CMOS chips are also not readily available because few manufacturers are producing the chips in mass quantities and the prices are still too high.

Memory size is another sticky subject, although it is being addressed by the new manufacturers of the lap computers. The HP and Epson machines, with their desktop-size memory allotments, are approaching the ideal size in terms of computing workspace. However, one shortcoming that these manufacturers often fail to fully explain to users is that with 1-2-3 or WordStar loaded into memory, there is not that much room left for other applications. Without a disk drive or other mass storage device, file maintenance is a top priority. Some machines allow a RAM chip to work as a disk drive. Other machines, such as the Grid Compass, have bubble memory modules, which allow more storage, consume less power and retain data even with the computer turned off.

Unfortunately, the problems associated with mass storage are still major hurdles. Bubble memory, a seemingly ideal method, is currently too expensive. The new, smaller 3½-in. disk drives are too power-intensive to be able to run effectively. Cassette storage is too unwieldy and pitifully slow.

Screen size is also related to the price, power and technology considerations mentioned previously. The tiny display found on the Epson HX-20 has been replaced by eight- and 16-line displays. But problems remain. LCDs are highly power-consuming. Also, the current LCDs used have poor resolution, and graphics capabilities, poor viewing angles and, in the smaller displays, incomplete character generation.

Bert Sperling, president of Datacount, also sees the screens as incompatible with desktops. Until the displays can reproduce, line-by-line, the image found on a CRT, lap computers will have little impact on high-end microcomputing. "When the HP machine can reproduce 1-2-3's graphics display, we will then find a true lap-size computer," Sperling said.

Other display technologies, such as the electroluminescent technique, are being considered as alternatives to the LCD, but there is no real competitor to the LCD at present, especially when compared with its low price and lower power requirements.

Price is the final obstacle in the lap computer's road to fame and fortune. Right now, the spectrum of price runs from the low \$699 to \$999 range all the way up to the \$5,000 and over range (the Compass and Gavilan's Mobile Computer). Infocorp's Gant sees this as a passing phenomenon. "The technology seems to be at the high-end of the price curve. As the technology levels off, the price should come down significantly. There is a fear about the price right now. Many people think that, although it does many of the things that a desktop does, it is smaller and must be cheaper."

As the lap computer matures there will most likely be a stratification in the market with performance being the demarcation point. Full-power portable micros, those featuring all the capabilities of desktop personal computers, will be priced in the \$5,000 to \$6,000 range, while machines with lesser capabilities (nontaking, simple financial work) will be priced anywhere from \$450 to \$1,000. Between these two extremes will be a wide spectrum of specialized and powerful models which will offer varied characteristics available to a broad array of markets.

*LePage is production editor for Computerworld Buyer's Guides.*



JOHN HAMILTON

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# It's A Mad, Mad Market

By John Gantz

Think back. It was just last year that the microcomputer soared to national prominence on the wings of computer buyers, Wall Street analysts and main-in-the-street adoration.

Indeed, the microcomputer of 1983 was a swash-buckler, beginning the year on the cover of *Time* as 1982's "Man of the Year" and ending it as a prerequisite for matriculation at dozens of colleges and universities.

#### *Requiescat in Pacem.*

The year 1983 is long gone and so is the microcomputer and the attendant industry that existed then.

The industry that was hailed as the employee's Shangri-la, as the venture capitalist's winning lottery ticket and as the public investor's chance to own shares in a perpetual motion machine is no more.

In its place is a more somber game. One where financial acumen counts as much as technological wizardry, where solid management replaces visionary leadership.

Buyers who fail to recognize how drastically the vendor environment is changing and spot the survival tactics successful vendors must now adopt will rue their blissful ignorance in years to come.

For the microcomputer industry, 1984 is a year of metamorphosis.

And, as in previous computer industry transformations, it has not been painless. Companies have gone out of business, employees have been let go and investors have been burned.

There are many measures of an industry's health — order rates, backlogs, price/performance improvements, revenue growth — and there are still plenty of

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signs that the microcomputer industry is alive and kicking.

But there is probably no better gauge of the esteem within which an industry is held than its stock market performance.

In this regard the microcomputer industry's fall from grace has been swifter than that of a 1950s teen idol.

The table on page 35 illustrates this transfiguration.

It examines 50 publicly held microcomputer companies, compares their first quarter 1983 financials with first quarter numbers of 1984 and looks at their stock price position. The figure for the total is based on aggregate revenues and earnings, meaning it's weighted toward the systems suppliers.

Note that although revenues and earnings grew from one year to the next, albeit not at the same pace, stock prices plummeted. At the same time, the overall market, as measured by the Standard & Poor's Register of Corporations 500 index in June 1983 and June 1984, held steady.

A measure of the changing regard Wall Street had for the microcomputer industry is the computed "disfavor" factor, the multiple of earnings growth times the reciprocal of the stock price drop from its 52-week high. If a company's earnings doubled from 1983 first quarter to 1984, and its stock price dropped in half, its disfavor factor would be 4.

The disfavor factor is essentially a measure of change in price/earnings ratio (P/E), a common measure by which analysts gauge a stock's attractiveness. The industry's disfavor factor of 3 is roughly equivalent to the average P/E ratio dropping to one-third its previous value — a true flip-flop in investor sentiment.

There seems to have been some prescience in the stock market's repudiation of all things micro, by the middle of this year a handful of vendors, including Franklin Computer Corp. and Victor Technologies, Inc. were folding their tents, and a few more, like Eagle Com-

puter, Inc., Vector Graphic, Inc., Wicat Systems, Inc. and Teleram Communications Corp. were staring over the edge of a cliff. And redoubtable companies like Kaypro Corp., Tandy Corp., Ashton-Tate, and MicroPro International Corp. watched revenues dip in the latter quarters.

The high pitch of market euphoria that existed in 1983 only made the industry's metamorphosis in 1984 that much more startling a contrast. Observe the following events:

- IBM built a 1984 business plan on forecasts generated when growth in demand for its personal computer was peaking; the company boasted it would triple 1983's production in 1984. When that growth cooled, and the PCjr and portable models flopped, IBM found itself overcommitted to production. It was forced to cut prices simply to move enough products to keep plants busy. In the process it sliced into competitor's profit margins; perhaps a not-uncalculated marketing side benefit to a financial necessity.

- The industry's incredible growth in the five years between 1978 and 1983 prompted so many companies to enter the business that by 1984 buyers faced a surfeit of products. So many choices were available that users became paralyzed by choice. Picking products for purchase became less a science of choosing between technologies to fill applications needs than an art in picking companies that could survive financially. When the public takes a breather, sellers breathe their last.

- Look at the market for integrated spreadsheet software. So many companies announced products to compete with Lotus Development Corp.'s 1-2-3, that the resulting advertising cacophony diluted the claims of all of them. Buyers began asking themselves not only which spreadsheet they should get, but whether they needed one at all. By the time Lotus' Symphony was shipped, it met a jaded public.

- Incredible unit growth — from

one million personal computers worldwide in 1980 to close to 25 million today, according to International Data Corp. — stretched the supplier infrastructure past capacity. Chip and disk drive shortages hit all major system suppliers at once, and expanding backlogs not only cut into dealer profits, but also taught potential buyers that they could delay purchases and survive. Companies like Tandy, which suffered as a result of shortages in marketing its TRS-80 Model 2000, found computer revenues dwindling just as production problems were solved.

- New channels of distribution appeared like gullies after a desert rainstorm. Where once there was only one place to buy a computer — from the local vendor's salesman — there were dozens of sources, including retail stores, franchise chains, mass merchandisers, trade associations, value-added resellers, turnkey systems houses, computer services bureaus and mail-order catalogs. To stay in business meant spending more on advertising and support simply to move products.

- Lotus, for instance, spent more money advertising 1-2-3 than most of its competitors made in a year. Yet even millions spent in advertising was no guarantee of success, as Hewlett-Packard Co. found with its HP 150 and Digital Equipment Corp. found with its Rainbow.

- While pundits will most often use the term shakeout in conjunction with the microcomputer industry in 1984, that's a pale descriptor of the fundamental change the industry will have gone through by the time the shaking is over and done with.

- The industry is now driven by financial parameters, not technological wizardry. Vendors with adequate technology can survive with strong financial management.

- What buyers need now are not the latest gizmos with the most dazzling features, but help and support in making the most of the products to which they are already committed. That includes vendors



## The Microcomputer Industry's Fall From Grace

Sector	% of Cost	After-Tax Margin 84	After-Tax Margin 83	1st Quarter 84/83 % Growth in Rev	1st Quarter 84/83 % Growth in Eam	8/84 Stock Price as % of 52-week High	Delever Factor
Systems	15	7%	10%	33%	9%	36%	2.5
Storage	16	10%	8%	73%	112%	35%	6.0
Distribution	9	2%	1%	135%	339%	54%	8.1
Software	4	18%	16%	152%	190%	42%	7.0
Other	6	5%	1%	51%	732%	55%	15.0
TOTAL	50	7%	8%	47%	22%	60%	3.8

staying in business long enough to answer when their customers' internal investment in training and applications development outweighs initial hardware and software investments by orders of magnitude.

To understand the full implications of the industry's paroxysms, it's necessary to go back to a similar era in the computer industry.

In 1964 IBM announced a revolutionary product that took the corporate computing world by storm — the IBM 360. In itself, the new computer was not so spectacular, but the software power it brought in buyers was awesome. For the first time, thanks to the 360's integrated operating system, software development could be amortized over different-size machines.

Computer buyers soaked up the 360, surprising even IBM with their demand. The modern mainframe business was launched.

Infused with energy, the industry went through a five-year boom. New industries — leasing, add-on peripherals, time sharing — grew up; the entrepreneurs that started companies like Mohawk Data Sciences Corp. and Storage Technology Corp. rocketed in millionaire status in the new industry. Eager to cash in on the boom, venture capitalists spawned companies that came and went like chimera.

The bust came quickly. In 1969, a year in which Wall Street treated go-go computer firms lavishly, the venture capitalists began cashing out their investments by taking their firms public. (To this day,

1969 holds the record for initial public offerings; 1983 is second.) A glut in high-technology offerings and a souring market led to a computer stock crash that occurred as fast as the one now in progress.

In each case, there were five years of boom during which the window of innovation opened and shut, followed by a bust during which the playing field was recharged.

It took IBM eight years to turn the basic technology of transistorized computers into the 360, the same amount of time it took Tandy and Apple Computer, Inc. to turn the technology of microprocessors into stand-alone personal computers. The beauty of the 360 was the way it allowed customers to leverage software investment (programming). Likewise, personal computers allow customers to leverage software investment (inexpensive packaged software).

If the parallels between the mainframe industry of yore and the microcomputer industry of today hold, (their congruency is almost eerie) then the microcomputer industry now faces the future with a new mandate: not to inundate the user with new technology, but to help him use what's available.

And it means that successful companies of the next five years will have to carry a different satchel of skills from those who were successful during the last five years. Following this logic, those companies that will be successful in the latter half of the microcomputer industry's golden decade,

the 1990s, will have characteristics that mesh with this environment of implementation.

These characteristics include, but are not limited to financial controls; experienced management; marketing dollars; distribution clout; large capitalization; account (dealer) control; empirical market research; and support and service.

The corporate leaders that prevail will be those that listen to their customers and their market researchers, not to their inner visions. IBM is a prime example. Once the basic 360 technology was in place, it was the company's reliability, availability and serviceability policy that powered it to industry dominance; similarly, while the IBM Personal Computer is strong enough technically, it's been IBM's reputation for quality, service and availability driving it to micro market leadership.

So let's apply the 360-in-1970 to micros-in-1984 analogy to various subsectors of the microcomputer industry and come up with some market prognoses.

•The immediate systems advancements will be in faster, cheaper versions of the successful products, the IBM PC, Apple, and Commodore Business Machines, Inc. families. Multiuser systems, like those offered by Altos Computer Systems, Inc. and Fortune Systems Corp. will grow in popularity, but the real winners will be those that can blend in with existing data processing environments. Thus, office automation and mini-

computer vendors, like AT&T Information Systems, Inc., Wang Laboratories, Inc., NCR Corp. and Data General Corp. will have an edge they didn't have two or three years ago.

The IBM-compatible market will take on the characteristic of other IBM plug-compatible markets. The pioneers like Amdahl Corp. and Storage Technology will be followed by plenty of failures. A few companies will survive in an atmosphere of permanent, impending disaster. A company like Compaq Computer Corp., which reached \$200 million size before the environment changed, has a better chance at long term success than a well-run competitor like Columbia Data Products, Inc., simply on the basis of size. A company like Gavilan Computer Corp., with leading-edge technology but minuscule financial resources and a product late to market, will be hard pressed to survive at all.

In fact, a product's success will rely more on its company's financial prowess, marketing abilities, distribution clout and manufacturing skills than its innovative design. In the 1984 environment, Apple for instance, with its manufacturing skills, advertising budget and distribution strength, could probably have succeeded as well marketing an IBM plug-compatible model as it has with the Macintosh.

By the same token, portable and lap-held computers will be successful only inasmuch as they compete for feature with successful desktop systems or find use as peripherals to such systems: Compaq, Kaypro and even Osborne Computer Corp. computers stand a better chance at market acceptance than products like Convergent Technologies, Inc.'s WorkMate or Epson America, Inc.'s HX-20, which attempted to open up new markets rather than fill preexisting needs.

In the area of storage the survivors will be those who develop and maintain low-cost, high-volume manufacturing. The pressure

to maintain profit margins has driven most major disk drive manufacturers to offshore assembly, leading to substantial layoffs of U.S. workers. Tandon Corp., for instance, produces its full-height floppy drives in Singapore and half-height units in India.

This would mean that those who foresee IBM taking much more of its disk business in-house — to achieve economies of scale — are on the right track. It means that the feverish activity in non-standard disk systems will slow down; it means that suppliers will have to offer more diverse product lines, perhaps through OEM deals or acquisitions and mergers, in order to achieve economies of scale. It means that the first out of the chute with a high-performance, smaller size drive won't automatically achieve market stardom.

The channel of distribution is still a major bottleneck in the factory-to-customer flow of products, which means that there will remain steady growth in the number of outlets. But consolidation and specialization will continue and those chains with the most capital for expansion will survive.

The real problem here is finding or training qualified sales people. At the same time, store and dealer support and training for computer buyers will become a critical success factor in a retail chain's survival. Making matters worse is the fact that buyers — especially corporate buyers — are getting much more sophisticated about microcomputer capabilities and limitations. They are becoming computer literate at the same speed as or faster than computer salespeople.

The software industry suffers from noise — too many companies, too many products and too many conflicting claims. The low cost of entry into the business and lack of a dominant supplier makes the problem worse. The great breakthroughs, like VisiCorp's VisiCalc, Micropro International Corp.'s WordStar, and Lotus 1-2-3, will give way to a spate of follow-

on products that will represent much less of a jump in functionality than their predecessors. This follows from the stabilization of the hardware environment.

In other words, the productivity improvement VisiCalc offered over manual methods was greater than the improvement of 1-2-3 over VisiCalc, while Symphony is still less a jump over 1-2-3.

This bodes ill for start-up software companies seeking to make it to the hit parade with packages such as integrated spreadsheets, new order processing packages and data base systems that offer superior performance over those with already significant installed bases. Even making it onto the Top 20 charts may not ensure a supplier's fortune. Although packages at the top of the charts sell 40,000 copies a month, those at the bottom sell a tenth that number; 4,000 packages a month is not much to live on when it requires millions of dollars of advertising to get on the charts in the first place.

Thus, the real growth in software will come in application development tools, vertical industry software and specialty products that fill easily defined — if small — product niches. Do not be surprised to see software packages costing thousands of dollars finding favor if they exactly fill market niche needs.

The transformation of the microcomputer industry, from headstrong individualist to prudent capitalist, does not mean the business will be dull or lack opportunity.

Even though the microcomputer has put on a three-piece suit and wingtips doesn't mean it isn't young, vibrant and destined to surpass even its premature fame.

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## Printers' Progress

By Raymond J. Falls

Microcomputer printers can produce hard copy, text, graphics and color — all with a variety of speed, proficiency, quality, technology and cost. Accordingly, the printer market is complex. No less than six technologies are employed by dozens of companies to produce hundreds of printer models. New technologies, companies and products are constantly emerging.

The micro printer market, like any market, is actually propelled by two forces: technology and competition. The competition, as is usually the case, follows a set pattern. New or existing companies break standing technological barriers with new products at relatively high prices. Other companies then come along and offer similar products at more competitive prices. Finally, the re-

maintaining companies have no alternative but to chip away at both price and performance.

On the other hand, the technology does not follow such a pattern; it simply progresses. Companies are forever researching new methods to produce faster, quieter,

**D**ot-matrix printers are faster, more versatile and have better graphics than fully formed daisywheel or thimble printers. They are also less expensive and have print qualities that, while not quite as good, are approaching their fully formed character counter-parts.

cheaper and more reliable printers with improved text and graphics qualities.

Microcomputer printers are for the most part serial printers, so named because they print one character at a time. Minicomputer and mainframe computer printers, by contrast, are line printers, using chains, bands, drums and cylinders to print full lines of characters at a time, which is not feasible for microcomputer output. They are large, expensive and best employed as dedicated data processing printers.

Microcomputer serial printers can be separated into two general categories: impact and nonimpact printers. Impact printers, by far the most common, actually strike or impact the paper through a ribbon to produce a printed image. They can print characters and graphics at a variety of speeds, styles and qualities, but employ just two techniques, daisywheel or thimble and dot-matrix. Daisywheel or thimble characters are fully-formed, similar in output to a typewriter, while dot-matrix characters are formed by a matrix of dots, like a scoreboard, which are pressed through

the ribbon to form an image. Non-impact printers, on the other hand, all use dot patterns to produce images, but never impact the paper. They use ink jets, lasers and thermal or electrosensitive reactions to place images on paper. They, too, are for the most part serial printers, but use far more sophisticated technology. Although they are still developing and need technological fine-tuning, nonimpact printers have the potential of becoming the ultimate microcomputer printers. These units are not only fast, quiet and inexpensive, they are able to produce text and graphics of photographic quality.

Impact serial dot-matrix and fully formed character printers are the mainstay of the microcomputer printer industry. They have been around the longest and presently account for 85% of the microcomputer printer market.

Daisywheel printers are the most popular impact printer and are the printers used to produce characters of the clearest legibility. They are a direct descendant of the typewriter, using a removable daisy- or thimble-shaped print element to press full-character images onto paper and are best suited for word processing applications. Their output is at least the quality of an IBM Selectric typewriter with many added advantages. For example, daisywheel/thimble printers can print in bold, produce straight left and right margins, accommodate automatic paper handling options, and produce proportional character spacing. Daisywheel and thimble printers also offer an unrivaled number of type fonts, including foreign language and scientific fonts, which can easily be removed and replaced by the user. The Quine Corp., for example, offers a collection of over 100 snap-in printwheels for its family of daisy-wheel printers.

However, daisywheel printers are also slow — about 12 to 55 characters per second (cps), due to the time necessary to reposition the printwheel after each character is produced — and have limited

graphics capabilities. They are also highly mechanical, with spinning printwheels and hammers to impact the characters through the ribbon, which is not as reliable as dot-matrix or nonimpact printers.

Impact dot-matrix printers, as their name implies, form characters from patterns of dots. A moving print head incorporates a matrix of needles that fire out to strike a ribbon against paper in the patterns necessary to produce given characters. The letter I, for example, might be formed with a column of five closely packed dots, and so on. The maximum number of dots that can be used for any one character is known as the character matrix, where, for example, a five-by-seven matrix would allow for five dots across and seven dots down (35 dots total). Naturally, the more dots in the print head matrix, the more defined the characters will be. Many five by seven matrix printers, for example, cannot print the parts of such letters as g, y, i, and p that descend below the line. However, vast improvements are being made in regard to the print qualities of dot-matrix printers, with many now employing such developments as 24-by-24 dot matrices, special ribbons, triple passing and more. In fact, not only are dot-matrix printers now able to produce what is known as near-letter quality, some are able to produce characters that are virtually indistinguishable from fully formed characters. In addition, dot-matrix printers can alter the quality or density of the character matrix on demand, producing different modes of print at different speeds. For example, the new Epson America, Inc. LQ-1500 dot-matrix printer can produce fast draft copy at 200 cps with a 9-by-17 dot matrix, and, at the touch of a switch, letter-quality characters at 67 cps with a 37-by-17 dot matrix.

Because a single print head can produce the pins that form the characters in any number of shapes, dot-matrix printers are much more versatile than fully formed character printers and al-



low the user to select many different sizes of type and different typefaces without changing print elements. For example, through software commands or DIP switches on the printer, a dot matrix user could conceivably mix bold, italics, superscript and foreign language characters on a single line. The graphics capabilities of dot-matrix printers are also far superior to fully formed character printers, with dot-matrix printers able to match a CRT display dot for dot, which, when printed, is called a screen dump. Daisywheel or thimble printers, on the other hand, have only the period character or block graphics characters to place graphics on paper, methods which pale by comparison.

Dot-matrix micro printers are also much faster than daisywheel printers, as all images are formed with the same set of pins; and there is no time spent waiting for the right character to come around on a print element. Each pin in a dot-matrix print head is also much smaller than the impact hammer in a daisywheel printer using less inertia and moving much faster. Microcomputer dot-matrix printers generally range in speed from 50 to 400 cps.

In conclusion, dot-matrix printers are faster, more versatile and have better graphics than fully formed daisywheel or thimble printers, and are also less expensive and have print qualities that, while not quite as good, are approaching their fully formed character counterparts. Therefore, it is no surprise that industry experts have proclaimed the dot-matrix printer the next market leader.

#### Nonimpact Printers

Nonimpact printers show the most promise in the printer industry and in the long run are expected to replace their impact counterparts. Impact printers are too slow for many advanced microcomputer applications and have self-imposed limitations. They are also reaching limits with regard to speed and print quality, and it will

not be too long before improving nonimpact technologies displace impact printers as the market leaders.

Nonimpact printers are fast, quiet, nonmechanical and have the potential to produce color text and graphics of photographic quality. They produce images in much the same way as dot-matrix impact printers do, but never impact the paper. Instead, ink jets, laser beams, thermal pins and electro-sensitive technology transfer the dots to paper. However, the technologies are still developing and in most cases have a long way to go.

In the microcomputer world, ink-jet printers are the most common nonimpact printer and are very similar to impact dot-matrix printers. However, instead of needles firing out to strike a ribbon, droplets of ink are sprayed onto the paper in a specified array.

The majority of microcomputer ink-jet printers employ drop-on-demand technology. This technology consists of four, nine or twelve nozzles which are attached to an ink reservoir and carried in a print head. Each nozzle is encircled at the tip with a small piezoelectric crystal, which, when struck with a voltage of electricity, expands and contracts causing a change in the pressure and forcing out a drop of ink with enough force to fly straight at the paper.

A more expensive type of ink-jet printer is the continuous-stream ink-jet. Here nozzles in the print head emit a steady stream of ink drops, which are directed and deflected by electrodes. Drops that will not strike the paper are charged and deflected into a gutter by electrostatic deflection plates, while uncharged drops fly straight at the paper. To position each dot on the paper, either the print head moves back and forth or a rotating drum moves the paper in front of the print head. Continuous-stream ink-jets are somewhat faster than drop-on-demand printers and produce higher quality text and graphics.

Ink-jet printers have many advantages over impact printers, the most notable of which is its nearly silent operation. Ink-jet printers are virtually silent, especially when compared to the 65 decibels typically put out by an impact printer. Ink-jet printers also have

*Although just beginning to be applied to microcomputer applications, laser printers, a direct offshoot of photocopying technology, exhibit promising potential and are expected by many to be the print technology of the future.*

low maintenance costs, with many manufacturers claiming that their printers are maintenance-free. Ink-jet printers have very few moving parts. The Siemens Communications Systems PT88 printer, for example, has only two motors: one that moves the carriage and one that provides the paper feed. Also, since the print head never touches the surface, it is not degraded through use. Typically, the life of an ink-jet print head is estimated at about 10 billion characters, compared to the 200 million character life of many dot-matrix print heads.

With regard to graphics, the dots produced by an ink-jet printer are better than the dots produced by a dot-matrix printer because ink-jet dots have a tendency to spread slightly when they hit the paper, making for a smoother appearance. The filling of solid areas is more uniform and a great variety of colors can be created by mixing the inks. Also, the colors sprayed from an ink-jet printer do not deteriorate over the lifetime of the ink supply like a color ribbon does. Ink-jet printers also have a 100% duty cycle, meaning that they can work through a whole day without problems.

As with anything else, there are



trade-offs. Ink-jet printers cannot produce carbons because they do not impact the paper. Also, they cannot use all types of paper — paper without a very smooth surface will spread the ink unevenly and diminish the print quality. More importantly, they are not yet capable of producing the resolutions needed for true letter-quality characters. There is also the danger of the ink drying out in printers left inactive, causing manufacturers to employ such methods as nozzle caps and self-cleaning print heads. In general, ink-jet printers produce resolutions of 80 to 160 dot/in. and range in price from \$600 to \$5,000. Naturally, the more sophisticated the printer is the more nozzles or resolution it will have and the more it will cost. A low-end \$600 ink-jet printer with just four nozzles might print as few as 60 to 70 dot/in. at a rate of 35 cps, while a high-end \$5,000 printer with 12 nozzles could yield 120 dot/in. at 240 cps. Still, resolutions and prices have to continue to improve before ink-jet printers will become a serious threat to the dot-matrix printers.

Although just beginning to be applied to microcomputer applications, laser printers exhibit promising potential and are expected by many to be the print technology of the future. Laser printing is a direct offshoot of photocopying technology and enables the production of letter-quality hardcopies at very high speeds. In this technology, a laser beam strikes photosensitive material, generally a drum, creating a latent image with intricate patterns of charges. Then, as paper is rolled over the drum, toner or carbon particles are attracted to the charges and fused into place with heat or pressure. Color is produced by changing the color of the toner. Like office copiers, laser printers are quiet, fast and easy to maintain. Also, for the first time, character generation is the complete province of the microcomputer.

At present, there is only one true microcomputer laser printer

on the market, the Hewlett-Packard Co. LaserJet, with a resolution of 240 to 300 dots per inch and a speed of eight pages per minute. It, however, is an end-user version of the OEM Canon U.S.A., Inc. LBP-CX laser printer made available to vendors last year and should be one of many versions to be announced in the near future.

The most noteworthy breakthroughs of the Canon spinoffs are that they house all consumables in a removable cartridge, eliminating service and maintenance, and they bring the cost of microcomputer laser printing into the realm of most users. The HP LaserJet, for example, retails for \$3,495, the first time a laser printer has been available for less than the cost of the average microcomputer. Laser printers should be considered a preeminent force in the future of microcomputer printing.

Thermal printers, where needles in a print head are heated and cause reactions on chemically-coated paper, can be a very inexpensive way to produce nonimpact images on paper and, consequently, are expected to have the greatest influence in the low-end microcomputer markets. The IBM PCjr, for example, incorporates a thermal printer, as does many hand-held products. However, print quality is poor and extremely smooth and shiny paper is required. Even typical copier papers produce inferior results. For this reason, thermal printers have been slow to gain acceptance to the office and will most likely be relegated to other microcomputer applications. Current thermal technology is limited to resolutions of 200 to 240 dot/in. and speeds of less than 100 cps. As always in the microcomputer printer industry, improvements are expected.

Electrosensitive printing is the last alternative to nonimpact printing and is best suited for specialized applications. Here, a print head discharges electricity to aluminum-coated paper, resulting in an image. Although capable of very

fast print speeds, because of the coating on the paper the resultant hardcopy is unacceptable for most business purposes. However, the paper is very durable. It is slow to yellow or decay making electrosensitive printers suitable for such specialized applications as record-keeping and library work.

#### The Printer Market

Considering that printers are but a peripheral market to computers, the projected growth rate of the market is astounding. Datapro Research Corp. forecasts that the microcomputer printer market will mushroom from the 2.3 million units shipped in 1983 to 7 million units shipped in 1988, with the large majority of the units sold being dot-matrix and daisywheel or thinline printers. In fact, the market for impact printers alone is expected to grow at an annual rate of 30% per year over the next five years, accounting for 1.8 million units shipped and revenues of \$5 billion by 1986.

Of the impact printer, dot-matrix printers shipments will grow the fastest — they are advancing in leaps and bounds in regard to print quality — and will account for 75% of the total microcomputer printer market by 1988. The remaining 25% of the market at that time will consist of 20% daisywheel/thinline printers and 5% developing nonimpact technologies — ink jet, laser and thermal.

The conclusion to be drawn from these figures is that the microcomputer printer market is going to dots, at least in this decade, with nonimpact technologies emerging in force after that time. As a result, dot-matrix companies have been expanding their product lines in preparation for the expected increase in demand and competition, while daisywheel manufacturers, realizing that dots are going to have an impact on sales, are exploring new markets and lowering prices. Star Microtronics, Inc.; Brother International Corp.; Leading Edge Products, Inc.; Juki America; Olympia U.S.A., Inc.; and Silver-



# GENERAL MICROCOMPUTER PRINTER CHARACTERISTICS

Characteristics	Impact Printers				Nonimpact Printers		
	Daisywheel Thimble	Dot-Matrix (Berkel)	Line (Ball, Band, Chain-Drive)	Int-Jet	Laser	Thermal	Electroactive
Speed	10 to 55 cps	50 to 400 cps	Up to 8,000 lpm	20 to 250 cps	150 to 8,000 lpm	10 to 100 lpm	50 cps to 3,500 lpm
Character Formation	Full characters	7x7 to 18x18 dot-matrix	Full characters	6x7 to 7x8 dot-matrix	7x8 to 12x14 dot-matrix	5x7 to 9x12 dot-matrix	Dot-matrix
Character Quality	Best	Fair to Excellent	Fair to Excellent	Fair to Poor	Good to Excellent	Fair	Fair to Good
Output (Page/Month)	5,000 to 9,000	8,000 to 30,000	50,000 to 100,000	5,000 to 50,000	8,000 to 100,000	1,000 to 10,000	5,000 to 100,000
Noise Level	High; can be shielded	High; can be shielded	High; usually isolated	Low; no shielding required	Low to moderate	Low	Low to moderate
Paper Type	Single sheet or fanfold	Single sheet or fanfold	Fanfold	Single sheet or roll paper	Single sheet or roll paper	Single sheet or roll paper	Single sheet, fanfold
Paper Feed	Friction or tractor	Friction or tractor	Tractor	Pin or friction	Cassette or bin	Pin or friction	Friction or tractor
Multiple Copies	Yes, carbons	Yes, carbons	Yes, carbons	No	No	No	No
Size	Large desktop	Desktop	Large stand-alone	Large desktop	Desktop to large stand-alone	Internal module to stand-alone	Internal module to stand-alone
Price Range	\$500 to \$4,000	\$250 to \$3,000	\$5,000 to \$100,000	\$400 to \$6,000	\$3,000 to \$10,000	\$1,000 to \$1,500	\$300 to \$5,000

Chart Courtesy of Datapac Research Corp.

Reed America, Inc., for example, have recently introduced low-end daisywheel printers with speeds under 20 cps and prices below \$1,000. The Star Micronics Power-Type, in fact, prints 18 cps and costs just \$499.

The dot-matrix companies, on the other hand, are concentrating on improving print qualities and furthering their advantages of faster print speeds, increased graphics and color printing over daisywheel printers. Advanced Matrix Technology, Inc.'s AMT Office Printer, for example, can squeeze 240 by 720 dots/in. giving it a true letter-quality mode. It also has impressive graphics and color printing. The Japanese are making the most headway in dot-matrix improvements and show no signs of letting up. In the last three years, the Japanese have captured one-half of the U.S. dot-matrix market and seem to have hardly begun. Companies such as Epson America, Inc., Okidata Corp., Toshiba America, Inc. and C. Tech Electronics, Inc. sold

almost one million dot-matrix printers in the U.S. in 1983 and are looking forward to greater growth in the years to come.

## Selecting a Printer

Microcomputer printers can print text at a mind-boggling 400 cps; they can produce characters of perfect quality; they can dazzle with color graphics, and they can cost less than a portable typewriter. But, unfortunately no one printer can do all of these tasks well. Fast printers are not cheap; cheap printers cannot produce typewriter-quality characters, and letter-quality printers produce horrible graphics. The trade-offs are inevitable, so customers have to choose.

The first step to correct selection is to determine the principle applications the printer will be used for — word processing, programming, graphics or spreadsheets. If word processing is a primary application, a daisywheel or thimble printer is the best choice.

They produce the characters of the best quality. Or, if many applications are of equal importance, a versatile printer, like a high-resolution dot-matrix printer, is best. As a general rule, if true letter-quality is not a must, then some form of dot-matrix printer, either impact or nonimpact, is probably the best choice.

The next step is to consider speed. Print speeds vary anywhere from 18 cps to 1000 lines per minute (lpm), with speed being a very good indication of printer price. To determine the speed required estimate the volume of printing that is done each working day and divide by prospective print speeds. This will give the time necessary to complete the task. For example, estimating that each word contains 5 characters and each page about 250 words (1250 characters), a 55 cps printer would print 198,000 characters (3600 x 55) or 158 pages per hour. A 225 cps printer would print 540 pages per hour and so on. Any printer that takes



more than four hours or half a day to complete the estimated printing volume is too slow.

Printers have duty cycles indicating the percentage of an 8-hour work day that they are designed to operate and most printers list 50% duty cycles. Also, the rated print speed of a printer is the absolute maximum speed of the printer, not counting blank spaces, carriage returns, tabs, headings and the like and is an optimistic approximation of print speed at best. As a general rule, the true speed of a printer is about 70% to 80% of the rated speed.

A third consideration is the printer interface. It must match the interface of the computer. Fortunately, there are standards. Printers receive output information from the computer in one of two ways, either serially, meaning information travels over wire in the cable one impulse after another, or in parallel, meaning several impulses (usually eight) travel over separate wires simultaneously. RS-232C is the industry standard serial interface and IEEE-488 and Centronics parallel are the common parallel

printer interfaces.

Once the hardware interfaces are matched up, the buyer must consider software interfaces. Printers have specific command sets or programming routines that must be addressed if application software is to run on the printer. The software, for example, has to command margin widths, character spacing, line spacing, carriage returns and so on and the printer must understand these commands. Most software packages list the printers they are capable of driving and, for the most part, popular packages drive popular printers. There are ways around the software compatibility consideration, such as use of software patches and plug-in read-only memory kits, but buyers will experience less difficulty with popular brands.

Once the necessary type, speed and printer interface has been determined, it is time to compare individual models. First, isolate the models from product listings that fit the requirements and request additional information from the vendors (most will send out brochures, specification sheets, print

samples and price lists). Second, make comparisons. Compare costs, speeds, warranties, mean time between failures, mean time to repair, service locations, noise levels and print qualities. Always compare print samples of the same size as the smaller the typeface the sharper the characters appear. Third, make it a point to test and operate the top contenders. Run identical work applications on different models and compare the results. The winner should be obvious. If not, it's all a matter of price.

One last thing, resign yourself to the fact that the proliferation of printer features is not about to stop. Refined impact and nonimpact technologies will no doubt bring marked improvements to print quality and costs. A buyer always has the option of putting off a purchase for whatever comes along next and in the microcomputer printer industry, something always comes along next.

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# Calling In A Consultant

By Walter Ulrich

No matter how much internal information management expertise a company has, there is bound to be an occasion when an outside consultant will be needed to ferret out a nasty problem, spearhead a critical project, provide a fresh perspective on some information policy issue or make recommendations for hardware or software products.

Leading companies are consumers of consulting services. Major firms like Exxon Corp., Federal Ex-

press Corp., IBM, Siemens Corp. and Tenneco all effectively employ computer consultants from time to time. Companies that avoid using them may miss opportunities for innovative implementation of information processing technology or spend too much money on critical projects.

For most organizations, calling in a consultant is not an everyday event, so knowing when to use an independent consultant and what to expect from a consultant are important considerations. There are four major reasons to use a computer consultant — special expertise, independence and objectivity, peak level of effort and salary savings.

Consultants often have special expertise that is unavailable to a corporation in-house. For example, a corporation establishes an overall microcomputing policy just once. A management consultant may have helped several corporations establish such a policy. Participating in the development of several microcomputer strategies and monitoring the results once



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implemented gives the consultant a broad perspective on the issue. An internal person, no matter how smart, is not likely to have that repetitive exposure.

There are several other examples where a corporate information management staff performs a

**A management consultant should have no vested interest in the evaluations and recommendations that they make for their clients. They should not market any kind of hardware, software or programming services.**

function only occasionally that a consultant performs frequently. These examples include performing a corporate technology assessment, writing a security or disaster recovery plan and establishing an underlying information architecture. In each case, outside expertise increases the range of options a company can consider.

Information, power and politics go hand in hand. Intelligent, well-meaning individuals can have different viewpoints about how a corporation's goals and objectives should be achieved. Information management decisions strongly impact the corporate culture. Decisions made internally, no matter how sound, are often criticized as being politically biased. A consultant can impartially evaluate conflicting alternatives, giving the issues a fresh second look which can shed new light on old controversies. Often, a consultant can assist in helping individuals reach a consensus. Because the consultant's final recommendation is unbiased, it may be more readily accepted as being fair by the interested parties.

In the case of personal computing policy, to continue the example, there are often many groups vying for control, including the management information systems (MIS) department, office services,

special task forces, the communications department and the end users themselves. The impact of personal computing may be so great that personal success, as well as departmental success, may hinge on the outcome. Each group can make a strong case for its own position and would resent a decision from within which gives control to one of the other departments. No smart manager within a company would want to touch an issue like that. An outside consultant can help bring about a better solution more quickly and more harmoniously.

Moreover, a major corporation can expect to invest millions of dollars in personal computers. They rightly expect to receive tens of millions of dollars of benefits in return. A qualified consultant can help that corporation make a better decision more quickly. The cost of consultation is negligible when compared to the size and cost of the investment.

Technology is changing rapidly and most MIS departments have their hands full trying to deal with both current projects and future issues. Often one project or effort requires a major infusion of staff for completion on a timely basis. If the people necessary to perform that function will only be needed for a limited time, then there is always the problem of reassigning personnel. It makes no sense to recruit people to become involved with a project of less than two years duration if the individuals will become superfluous after the project is completed. Consultants recognize that their participation is concluded when the project is completed.

The costs of recruiting, training and retaining employees are high. Corporate benefit plans are expensive. An employee is paid whether or not there is something productive for that employee to do. Even though fee structures appear high, it is often less expensive to retain the services of a consultant than to hire a full-time employee. This ra-

tionale is occasionally applicable to management consultants, but can be an important consideration for contract system design and programming services.

Clearly, there are several good reasons for using management and technical consultants. In most engagements, two or three of these reasons come into play at the same time. Consultants can and do have a major impact on the quality, timeliness and internal acceptance of important information, communication and office automation decisions.

Because management consultants work in areas of vital importance to an organization, the selection of a consulting firm must be done with great care to assure positive results are achieved. When selecting a consulting firm, five basic qualifications should be considered and are discussed below.

• **Information Industry Specialization.** No consulting firm can do everything. Good consulting firms specialize and continue to sharpen their expertise in one area. The marketing department would not hire an accounting firm to develop its public relations campaign and your controller would not retain a computer consultant to perform the annual audit. Therefore, it is important that the consultant be an information industry specialist.

• **Broad Perspective.** Computers, communications, and office systems are all part of the information infrastructure of a company. Data processing executives monitor all three of these areas and, in most companies, a chief information officer is emerging. Action in any one area has implications in the others. A consulting firm that services the information officer must have equally as broad a perspective. A qualified consulting firm will have demonstrable expertise in information management, communications, and office systems.

• **Practical Experience.** Theory is important in helping to develop optimum solutions, but experience is essential to recommend





## Consulting's Seven Danger Signs

There are seven danger signs to look for when retaining consultants:

**1. The consultant can begin at once.**

In a consulting firm, profitability depends upon the consulting staff billing at least 75% of their time. Good consultants stay busy, so there will always be some lead time for a consultant to finish one project before starting a new one. As a client, you want the most qualified people on your project. If the consultant can start work right away, it means that person is best qualified for the engagement, but don't bet on it.

**2. The consultant acts hurried.**

The consulting business has its peaks and valleys. Some consultants have the attitude of making hay while the sun shines. If the consultant on your project appears tired, hurried or distracted, then the consultant may be overworked. If so, the quality of your study is likely to suffer.

**3. The consultant talks too much.**

Good consultants should have excellent listening skills. They collect and absorb information early in the engagement in order to do a thorough and unbiased analysis. Individuals who talk too much are not listening. Consultants who readily offer their opinions early will then justify their own preconceived notions.

**4. The consultant competes on price.**

The most qualified consultants compete on the basis of quality, experience and expertise. Usually

the consultant's fee is only a fraction of the value of the decision the client is solving. It makes no sense to compromise on the quality of the study for an incremental savings in consulting fees.

**5. The consultant is biased.**

Some computer entrepreneurs offer consulting advice, but also sell hardware, software and programming services. Anyone with a vested interest in a recommendation can hardly be considered independent. A scrupulously independent consultant will not sell any related hardware or software systems.

**6. The consultant is also your CPA firm.**

Certified public accounting firms are licensed for and expert in the practice of accounting. Some people believe that their CPA firm is just as expert in information management as they are in accounting. This is just not the case. Computer consulting firms should not do your accounting and accounting firms should not act as your computer consultant. In addition, accounting rules require public companies to have independent audits. Relying on your CPA firm for computer advice could impair that independence.

**7. The consultant does not ascribe to a consulting code of ethics.**

Ethical conduct is essential for a consultant. Both the Independent Computer Consultants Association and Association of Data Processing Service Organizations, Inc. have a code of ethics suitable for use by consultants.

what is both practical and achievable. Practical experience for both the firm and the individuals involved in the engagement are essential. A consultant whose only experience is consulting is no consultant at all. Client companies should insist that every consultant hired possess hands-on experience. The best management consultants have had management experience themselves.

**• Complete independence.** A management consultant should have no vested interest in the evaluation and recommendation that they make for their clients. They should not market any kind of hardware, software or programming services. They should accept no finder's fees or other incentives from any vendor. Their complete

independence is a critical factor in their job as a consultant.

**• References.** Reference checking is the most accurate way of assessing the quality of work of a consulting firm. Several references of a company as well as the individual assigned to a project should be checked. Ask the references you are given if they know of anyone else who has used the consulting firm and then call those people as well.

For any one engagement, there are probably only a handful of firms that will meet a client's qualifications and be able to service the account properly. Formal procurement procedures that are applicable in hardware selection do not apply to choosing a management consultant. Integrity, philosophy

and seriousness of purpose cannot be determined using a request for proposal (RFP). Chemistry must play a role in the final decision. If the five qualifications above are satisfied, the final selection of the management consultant is made by a manager exercising good judgement.

The worst way to select a doctor, lawyer or consultant is using a RFP. The consultant-client relationship is a privileged one. No proposal, no matter how well written, can hope to convey the fullness of a consulting relationship. A consultant who will write a response to an RFP in a vacuum is just as likely to perform the consulting engagement from an ivory tower. Ivory tower consulting is unsatisfactory at best and it is a di-



saster at worst.

Returning to our example, the qualifications for a consulting firm to develop a personal computing strategy would include several key items. The firm would be an information management consulting firm. They would understand the impact of personal computing on data processing, the office, and the communications environment. The staff would be experienced information managers with a successful track record. They would have demonstrated experience in helping other companies develop personal computing policies. Their independence would be unquestioned. They would not sell either hardware or software and they would not muddy the make-or-buy choice by offering micro-computer programming services themselves. References for the firm, the project manager and any other involved individuals would be impeccable. Finally, the MIS executive and the consulting firm's project manager would share a common sense of purpose and establish a business-like rapport.

The end result of such a project would include the establishment of corporate policy statements, detailed policies and procedures and personal computing standards.

Understanding how to select a

consultant hopefully will ensure success of the project, but sometimes projects fail.

There are four primary reasons why consulting projects fail:

- Shoddy work by the consultant
- Prevention is the best remedy for poor performance. Check references and select a consultant carefully. A reputable consulting firm will correct deficiencies and poor performance by one of their staff.

Generally, there is no recourse for a client who is victimized by poor performance. Usually, there is no legal basis for withholding payment unless the person performing the work was incompetent or the work was performed in a grossly negligent way. If the hours were spent by the consultant, the client can be required to pay.

- The wrong project was performed — When the goals and objectives of the project are unclear, the consultant cannot meet the client's expectation. Such a problem is the fault of both the client and consultant. One of the first milestones of the study should be a complete description of the project goals. Generally, there is no remedy once the time has been invested, unless the consultant was derelict in following explicit client instructions.

- Lack of support by the client —

Once the project begins, the client should provide the consultant with all the support and information required to do the study. If the client withholds key information, then the study will be late, incomplete and over budget.

- Disagreement about the recommendation — Sometimes a client dislikes or disagrees with a consultant's recommendation. Intelligent, competent, and well-intentioned individuals have honest differences of opinion on every subject and computers are no exception. The client should not try to change the consultant's mind. It is against a consultant's ethics to change his or her opinion to meet the expectations of a client. The consultant has an obligation to explain the rationale for the recommendation. In turn, the client should try to gain as much insight and information from the consultant as possible. ▀

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# Who's Minding The Micro

By Gerald Isaacson

*Some organizations believe that the attempt to control personal computers stifles the potential benefits of their use. Security is basically the responsibility of the individual using the device. Therefore, users must willingly adopt*

*security measures.*

*You cannot get and do not want perfect security. There is no such thing as perfect security. What is necessary is to reduce security risks to a level that is acceptable to management.*

Establishing controls over the rapidly expanding population of personal computers is not an easy task. In fact, there are organizations that believe that any controls over the access to micros might stifle their use and the potential



benefits of distributing information resources. But if the organization wants to safeguard sensitive corporate information, it must begin by establishing at least enough control over the acquisition and utilization of personal computers to know who has them and how corporate information will be used.

There are restrictions a corporation can rightly place on the use of micros. As an example, the improper use or collection and processing of personnel data could certainly expose the organization to privacy violations and subsequent legal actions. With the processing capability of a personal computer an individual now has the ability to scan large files, segregate data that had previously been only available as part of a larger statistical set and use that data to make a decision based upon individual and perhaps private records.

Important business decisions are beginning to be made using the computational resources and software of personal computers. A problem? Maybe not, but the accuracy and validity of the software development process should at least be scrutinized. Traditionally, application systems were developed by an experienced corporate programming staff with heavy user involvement. However, users are now developing applications. If they are not actually writing programs, they are developing templates for software tools, including the formulas that will be utilized to process data for critical business decisions such as loan approvals. Here again, the validity of the process must be proven if we are to justify the confidence intuitively placed in computer-generated data.

Control of the use of corporate data resides partly in the realm of ethics, but simple theft of hardware and supplies is a more tangible problem that also requires security measures. Many organizations have been victims of theft of microcomputers. Theft in the educational community has

been rampant for some time, but the problem is also pressing in most business environments. There is a new, very tempting item in the office, the microcomputer. Typewriters and other office equipment have always been candidates for theft, but generally not by your normal-office employee. If they wanted to type or copy a letter they just did it at the office. But an office micro is also the home computer that was advertised on television the previous night. There is now something to steal that appeals to many employees.

There is a potentially greater problem for most organizations — the theft of floppy disks. The low cost of the disks equates them to the status of a disposable item such as a pencil so it is not cost-effective to establish typical antitheft controls for these items (like a property pass procedure). The real threat is the loss of vital corporate data recorded on floppies. People have taken floppies just to use as media in their home computer, without any intention to steal corporate data, but the result is the same. If the data has not been backed up, and in many cases it has not, all of it must be restored and reprocessed in the office with the resultant expense and delays. The theft of the media also includes the actual theft of confidential information.

With burgeoning communications capabilities quickly becoming available to personal computer users, two major issues are surfacing. They are not new in concept, the application has just evolved to a wider user base.

The first is the impending threat of unauthorized communication with central computers. Who is on the other end of that communications line? In increasing numbers, personal computers have the capability to communicate with a host processor over dedicated as well as dial-up networks. Microprocessors can be programmed to emulate most types of terminals. Therefore they are being utilized in dual functions, acting as a stand-alone

processing station and as an on-line terminal. This inherent emulation capability has added to the problem of trying to accurately identify the device, let alone the individual, at the other end of the line.

Access to host data bases is the second major area of concern. Whether it is up-loading (moving data from the micro to the host) or down-loading, (accessing central host files with the micro), the concern is obvious and widespread. The question is, how do we control access to data that was previously available only to host applications that had, presumably, acceptable controls built into the application?

There are differences in vulnerability between stand-alone and networked systems. Stand-alone micro systems are less of a vulnerability than those that can access other systems, whether they are personal computers or mainframes. There are security differences between removable and fixed disk systems. In fixed storage systems the data is always available to anyone who turns on the equipment.

The data now available at the individual's workstation may include sensitive personnel data, customer lists, engineering design data, cost data, and — ranking among the most sensitive — internal memoranda of senior executive management. These may be transmitted on networks among executives, secretaries and other workstations. Some organizations have recognized the sensitivity in this area and have provided controls to ensure that the data is not disclosed to unauthorized personnel. However, most organizations are not even aware of their vulnerability in this area.

Software copyright infringement is another hotbed of controversy. How many copies of Lotus Development Corp.'s 1-2-3, Ashton-Tate's dBase II or other proprietary software are being used in an organization or by employees at home? Most software is licensed,

not owned by the organization. Copyright infringement is a widespread and serious problem. It is also one the software development community is addressing, particularly in regard to violations by large corporations. Being the target of a court case for copyright infringement is not the kind of publicity most organizations look for, but the possibility is real.

Software vendors have organized under the auspices of the Association for Data Processing Service Organizations, Inc., to combat unauthorized duplication of their products and these developers are prepared to go to court to protect their interests. Solutions that are being tried by some organizations include strong corporate commitments to protect the vendor's rights, in-house stores where staff can try out new software before requesting it and easing the acquisition process so that a user does not have to wait a lengthy period to acquire a new package.

Securing the microcomputer environment is of necessity a matter of user education. In this highly distributed environment, it becomes a matter of users policing themselves. This will not happen unless the users perceive individual benefits from operating in a more controlled fashion. In addition, they must also realize that senior management is concerned and encouraging the controls. Companies that are achieving success in their microcomputer security programs generally begin under a senior management policy umbrella that encourages accountability and purpose in the use of microcomputers.

Among the first policies to be implemented is one controlling the acquisition of personal computers. Successful policies recognize that in most organizations the discretionary power of a department manager is generally sufficient to approve the purchase of a personal computer without further authorization. Therefore, to relinquish some of that approval authority to the management infor-

mation systems (MIS) department, users must perceive they are realizing a benefit. This often happens when MIS approval also provides the user future hardware and software support, reduced cost through volume purchasing and access to corporate communications through enforced compatibility.

Once the ground rules have been established through the senior management policy umbrella, standards and procedures to implement that policy must be developed. To do this several factors must be considered—the value of the information being processed, the importance of the processing to the organization, the threats to which information is exposed and the cost of the safeguards compared to the exposure.

With the numbers of micros that are now coming into use it is logistically impossible for anyone, other than users, to determine how and for what purposes a micro is being used. Security is basically the responsibility of the individual using the device. Therefore, users must conform under their own volition.

Controls that become too restrictive will be bypassed. The primary purpose of providing this processing capability to this large population of users is to increase their productivity. Since the majority of the user base is not comprised of computer people, the user friendliness of the equipment must be improved to encourage and facilitate its use. But if complex and restrictive controls are added, the primary objective of using the computer will be negated.

The simplest and most effective way to secure the data and software in a personal computer is to remove it from the machine when it's not in use and lock the media up in a desk or file cabinet. If this is done on a regular basis then the only threat is loss of the personal computer itself.

Theft protection for micros and their peripheral devices falls under two basic categories. The first is to

secure the device so that it can't be removed without considerable effort. Devices include lockable enclosures, cable fastening devices and clamping devices. The second form of theft protection is based upon alarms that go off if the device is moved. These may be con-

***The data available at the individual's workstation may include personnel data, customer lists, engineering design data, cost data and internal memoranda of senior executive management. However, most organizations are not even aware of their vulnerability in this area.***

nected between the personal computer and the power source or based upon pressure-sensitive pads upon which the system rests. Alarms require someone to respond, so the most effective have the ability to be tied to a guard station or external security organization or are in occupied areas.

Theft of components is harder to detect. You may not realize the extra 128K bytes of memory or an expansion board is missing until you require the resources. Several companies make devices to secure the hardware cabinet to prevent this problem. Theft of floppy disks is almost impossible to curtail. The media is too small, and too inexpensive to justify elaborate controls. However, the loss of vital data stored on the media is a serious problem. At least one organization lost data that had been taken by kids stealing floppies to use at home. While inexpensive to a company, \$25 to \$30 a box is not necessarily cheap to an individual with a home computer. While they may not take their own disks home from the office, they may take someone else's without regard for the data stored on it.

The major safeguard is simply

locking the floppies up at night or when the area is unattended — the same protection that should be given to any sensitive corporate data in any form. Some organizations are using colored diskettes to identify highly sensitive information on disks that are owned by the organization. Spot checks that uncover someone leaving with any such colored diskettes would have a deterring influence.

Theft of information, is much more difficult to prevent in a fixed system, and the use of Winchester technology drives is increasing because, as any Dyer knows, there is never enough memory. There are organizations that have policy that states that sensitive corporate information must never be recorded on fixed disks, but only on ones that can be removed and secured. However there are a growing number of vendors that have responded to this problem with both hardware and software approaches to providing security.

The concept of personal computer security products focuses on controlling their initial use through the requirement of a user to enter a password to gain access to the resource. Some provide support for multiple users, automatic encryption of files and protection from accidental formatting of the computer's fixed disk, with subsequent loss of all data. Hardware approaches utilize a board that must be in the system to operate, combined with software that must be included with the system. Access is denied without both components operating. There are vendors who also provide multilevel user support, audit trails of system use and format protection through the addition of security software to the system. Many of the products on

the market provide file encryption as well.

One approach to microcomputer security that also improves ease of use is to limit capabilities. In menu-driven systems, a central support group could modify the screens for users who do not require access to all of the system functions, or to all applications. The individual systems would start up with just the capabilities required for the user's job. For example, a user of Microsoft Corp.'s Multiplan could have access to that application and the necessary commands to copy files for backup and print control, but no access to anything else. This would essentially make that device a spreadsheet machine, secure from unauthorized use while still satisfying legitimate user requirements.

Networking poses additional concerns. Besides the terminal identification and access issues previously mentioned, the use of local-area networks and wide-area networks will continue to increase as users require access to information at other personal computers in the organization; as they need access to special, high cost peripherals such as graphic devices; and as they begin to access shared data bases. With the growth comes the need to protect individual users' information on the network. Vendors have attempted to address the issue with their introduction of security options that provide network control, encryption and individual terminal identification facilities in a communications environment.

Finally, microcomputer security also must address the problem of disaster recovery or contingency planning. While the concern for hardware replacement and recon-

struction of a large data center is reduced there is still the primary concern over data. One area that continues to be a large problem is that of encouraging personal computer users to back up their data at an off-site location. Off-site could be in another department if you cannot get it out of the building. Some organizations have encouraged users to mail their diskettes to the data center media library for storage. Others allow data to be transmitted to the mainframe from the personal computer with systematic archival procedures.

What then are the minimal controls that we should adopt to protect ourselves? The following are areas that should be addressed:

- Begin with a viable security policy for acquisition, responsibility and use of microcomputers.
- Provide users with education and training on the need for security.
- Evaluate protective measures for personal computer and mainframe data and select safeguards that fit your specific requirements.
- Provide a mechanism to permit users to back up their critical data with a minimal amount of effort.
- Provide adequate backup storage.
- Fit your security program to the real problem. Users will not buy overly stringent protection unless it conforms to their perception of the risk that they face.
- Monitor the program regularly to ensure that it continues to meet your needs in this rapidly changing environment.

*Inaction is corporate information services manager of information security for Wang Laboratories, Inc., located in Lowell, Mass.*





# COMPUTERWORLD

## BUYER'S GUIDE

VENDOR PROFILES



## Vendors

### A.S. BICK CO.

Voyager Systems International  
2200 Arthur Ave.  
Eh Grove Village, IL 60007  
(312) 583-8802  
Major Markets: Peripherals  
Manufacturing: Software House:  
Maintenance/Other Services  
Contacts:  
Head of Sales/Software: Ronald  
Peterson  
Head of Customer Service: James  
Stone  
Geographic Coverage: International  
Year Established: 1972  
Number of Employees: 350

### A. B. BICK CO.

Office Products  
5100 W. Touhy Ave.  
Chicago, IL 60648  
(312) 647-8800  
Major Markets: Computer  
Computer, Terminal, Peripherals,  
Office Equipment Manufacturing,  
OEM (Computer Systems), Software  
House, Maintenance/Other Services,  
Miscellaneous Computer Supplies  
Target Industries: Education,  
Government, Legal  
Target Applications: Integrated  
Data Systems; CA  
Net Sales: More than \$100 Million  
(1983)  
Contacts:  
Head of Sales: Terry Melman  
Geographic Coverage: International  
Year Established: 1984

### ACTION COMPUTER

430 N. Mainland Ave.  
Pasadena, CA 91107  
(213) 321-5451  
Major Markets: Computer  
Manufacturing  
Target Industries: Large Business;  
Small Business  
Target Applications: Accounting,  
Legal, Medical  
Net Sales: \$5 Million - \$10 Million  
(1983)  
Contacts:  
Head of Sales/Customer Service:  
Kwong Ong  
Head of Software: Mike Nizer  
Head of Engineering: Herb Siegel  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 90

### ACTION INSTRUMENTS CO., INC.

8805 Aero Dr.  
San Diego, CA 92123  
(619) 279-5726  
Major Markets: Computer,  
Computer Manufacturing, OEM  
(Computer Systems), Software  
House, Maintenance/Other Services  
Target Industries: Manufacturing  
Net Sales: \$15 Million - \$20 Million  
(1983)  
Contacts:  
Head of Sales/Software: Chuck  
Phlyne  
Head of Engineering: Bill Martin  
Head of Customer Service: Doug  
Harvey  
Geographic Coverage: International

Year Established: 1970

Number of Employees: 250

### ACTUS COMPUTER CORP.

2155 Berry Dr.  
San Jose, CA 95131  
(408) 263-3880  
Major Markets: Computer  
Manufacturing  
Contacts:  
Head of Sales/Software: H. White  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 100

### ACTU SYSTEMS

1180 Mark Ave.  
Carlsbad, CA 92015  
(602) 594-4622  
Major Markets: Computer,  
Peripheral Manufacturing  
Target Industries: Retailing  
Contacts:  
Head of Sales: Jerry Oliver  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 40

### ADVANCE CORP.

Autocals  
353 Cuyler Ave.  
Mountain View, CA 94042  
(415) 964-3200  
Major Markets: Computer  
Manufacturing, OEM (Computer  
Systems), Software House, Systems  
House (Commercial OEM)  
Target Industries: Utilities,  
Personnel, Process Control  
Target Applications: Data  
Acquisition System  
Net Sales: \$20 Million - \$30 Million  
(1983)  
Contacts:  
Head of Sales: Joseph Fornace  
Head of Software: R. Towles  
Head of Engineering: Ron Eichen  
Geographic Coverage: International  
Year Established: 1970  
Number of Employees: 300

### ADAMS CORP.

719 Tower Office Park  
Woburn, MA 01801  
(617) 855-6845  
Major Markets: Computer,  
Computer, Peripheral Manufacturing,  
OEM (Computer Systems)  
Target Industries: Manufacturing  
Target Applications: Data  
Acquisition  
Net Sales: \$5 Million - \$20 Million  
(1983)  
Contacts:  
Head of Sales: Lee Shoen  
Head of Software: Allen Polans  
Head of Customer Service: Rich  
Pachowicz  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 75

### ADMMASTER CORP.

P.O. Box 387  
San Gabriel, CA 91778-0387  
(213) 265-1121  
Major Markets: Peripherals,  
Office Equipment Manufacturing,  
OEM (Computer Systems)

### Software House

Target Industries: Banking, Retail,  
Engineering, Manufacturing  
Net Sales: \$5 Million - \$10 Million  
(1983)  
Contacts:  
Head of Sales: Lou Doherty  
Head of Software: Larry Wertz  
Geographic Coverage: International  
Year Established: 1956  
Number of Employees: 75

### ADVANCED DIGITAL CORP.

5432 Production Dr.  
Huntington Beach, CA 92649  
(714) 851-4024  
Major Markets: Computer  
Manufacturing  
Target Industries: OEM: ISO  
Target Applications: General  
Business  
Net Sales: \$5 Million - \$10 Million  
(1983)  
Contacts:  
Head of Sales: Matthew Stein  
Head of Customer Service: Alberto  
Corrao  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 75

### ADVANCED DIGITAL

PRODUCTS  
1250 Union St.  
San Diego, CA 92101  
(619) 233-0103  
Major Markets: Computer  
Manufacturing, Software House  
Target Industries: Business,  
Educational, Scientific, Libraries  
Net Sales: \$500,000 - \$1 Million  
(1983)  
Contacts:  
Head of Sales: Jim Condit  
Head of Engineering: Barry Carroll  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 25

### ADVANCED MATRIX

TECHNOLOGY, INC.  
1157 Tournelle Dr.  
Menlo Park, CA 94025  
(904) 499-8741  
Major Markets: Peripherals  
Manufacturing  
Target Industries: OEM  
Geographic Coverage: National  
Year Established: 1982  
Number of Employees: 25

### ADVANCED MICRO DEVICES

Micro Computer Systems  
Directorate  
3343 Soom Blvd.  
Santa Clara, CA 95051  
(408) 566-7777  
Major Markets: Computer  
Manufacturing, OEM (Computer  
Systems)  
Target Industries:  
Telecommunication, Computation,  
Industrial Control, Military  
Target Applications: Industrial  
Control  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Geographic Coverage: International  
Year Established: 1979

Number of Employees: 100

### ABRACORP, INC.

P.O. Box 24429  
Dallas, TX 75226  
(214) 337-4548  
Major Markets: Component,  
Peripheral Manufacturing  
Target Industries: Micro users  
Contacts:  
Head of Sales: John Lincione  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 15

### ALCORN CORP.

8718 Production Ave.  
San Diego, CA 92121  
(619) 578-9660  
Major Markets: Computer  
Manufacturing, OEM (Peripherals,  
Terminals), Software House  
Target Applications: General  
Business, Software Development  
Net Sales: \$500,000 - \$1 Million  
(1983)  
Contacts:  
Head of Sales: Lowell C. Chase Jr.  
Head of Engineering: William Alan  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 23

### ALDO, INC.

9451 Sorang Lane  
Columbus, MD 21046  
(201) 735-7142  
Major Markets: Peripherals,  
Communications Equipment  
Manufacturing  
Target Industries: Telephone,  
Banking, OEM, Process Control  
System  
Target Applications: Datalogging,  
Program Loading  
Net Sales: \$1 Million - \$5 Million  
(1983)  
Contacts:  
Head of Sales/Software: C. W.  
Alexander  
Head of Engineering/Customer  
Service: Thomas Greenick  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 20

### ALOMA TECHNOLOGY, INC.

303-3 Conover Way  
Rochester, NY 14623  
(615) 264-8214  
Major Markets: Component,  
Peripheral Manufacturing, Software  
House  
Target Industries: Video Games,  
OEM, PC  
Net Sales: \$1 Million - \$5 Million  
(1983)  
Contacts:  
Head of Sales: James Lin  
Head of Customer Service: Tom  
Woo

### ALPHAMASTER CORP.

Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 120

### ALBIONTECHNICS

187 Worcester Road  
Malden, MA 02148  
(617) 237-7226

## Vendors

**Major Markets:** Computer Manufacturing, OEM (Computer Systems), Software House, Systems House, Commercial OEMs, Retail Order  
**Target Industries:** Legal, Utilities, Churches  
**Net Sales:** \$100,000 - \$500,000 (1983)  
**Contacts:**  
Head of Software: Richard Adams  
Geographic Coverage: Regional  
**Year Established:** 1978  
**Number of Employees:** 3

**ALLOY COMPUTER PRODUCTS, INC.**  
100 Pennsylvania Ave.  
Pittsford, MA 01701  
(617) 875-4100  
**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
Head of Sales: Nigel R. Spector  
Head of Customer Service: John R. Lyman  
Geographic Coverage: International  
**Year Established:** 1979  
**Number of Employees:** 80

**ALPHACON, INC.**  
2920 S. Bascom Ave.  
Campbell, CA 95008  
(415) 588-8000  
**Major Markets:** Peripheral Manufacturing, OEM (Peripherals-Terminals)  
**Target Industries:** Manufacturing, Distribution, Medical  
**Target Applications:** Medical Applications, OEM, Retail, Portable Terminals  
**Net Sales:** \$30 Million - \$50 Million (1983)  
**Contacts:**  
Head of Sales: John Hehn  
Geographic Coverage: International  
**Year Established:** 1978  
**Number of Employees:** 50

**ALPHA SERVICES CORP.**  
2031 Northport St.  
Chattanooga, GA 31211  
(415) 709-1155  
**Major Markets:** Peripheral Manufacturing, Test Equipment Manufacturing  
**Target Industries:** Engineering, Manufacturing  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
Head of Sales: Mark McCreary  
Head of Customer Service: Phil Motley  
Geographic Coverage: International  
**Year Established:** 1979  
**Number of Employees:** 50

**ALPHA MICRO SYSTEMS**  
17332 Van Kannel  
Irvine, CA 92714  
(714) 957-8900  
**Major Markets:** Computer Manufacturing, Software House, Systems House (Commercial OEM)  
**Net Sales:** \$50 Million - \$75 Million (1983)  
**Contacts:**

Head of Sales: Richard Olive  
Head of Software: Ed Towers  
Head of Customer Service: John Glade

**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 400

**ALS CORP.**  
Intron Systems  
1420 N. Bexter St.  
Anaheim, CA 92805  
(714) 556-9300  
**Major Markets:** Peripheral Manufacturing  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
Head of Sales: Theo Stevens  
Geographic Coverage: International  
**Year Established:** 1976  
**Number of Employees:** 250

**ALPHA COMPUTER, INC.**  
477 Division  
Campbell, CA 95008  
(408) 370-3000  
**Major Markets:** Computer Manufacturing  
**Target Industries:** System Integration, OEM  
**Target Applications:** Medical, Dental Billing, POS  
**Contacts:**  
Head of Sales: Richard Brooks  
Head of Customer Service: Bill Streeter  
Geographic Coverage: International  
**Year Established:** 1981  
**Number of Employees:** 24

**ALTEK CORP.**  
2150 Industrial Pkwy  
Silver Spring, MD 20904  
(301) 822-3908  
**Major Markets:** Peripheral Manufacturing, OEM (Computer Systems)  
**Target Industries:** Manufacturing, Engineering  
**Target Applications:** Graphics, Mapping, Computer-Aided Design and Computer-Aided Manufacturing  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
Head of Sales: Jack Trier  
Head of Software: Lowell Hunsberg  
Geographic Coverage: International  
**Year Established:** 1970  
**Number of Employees:** 58

**ALYS CORP.**  
2041 Orchard Park Way  
San Jose, CA 95134  
(408) 545-8700  
**Major Markets:** Computer Manufacturing  
**Target Industries:** OEM  
**Target Applications:** Business  
**Net Sales:** \$50 Million - \$75 Million (1983)  
**Contacts:**  
Head of Sales: Robert Bornman  
Geographic Coverage: International  
**Year Established:** 1977  
**Number of Employees:** 400

**ANDREWS, INC.**  
1301 S. Sunset St.  
Longmont, CO 80501  
(303) 772-3801  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Contacts:**  
Head of Sales: Carolyn Schenck  
Head of Software: William T. Chambers  
Head of Customer Service: Dave Corrado  
Geographic Coverage: International  
**Year Established:** 1981  
**Number of Employees:** 150

**ANDER**  
2201 Lively Blvd  
Elk Grove Village, IL 60007  
(312) 344-1840  
**Major Markets:** Peripheral Manufacturing, Miscellaneous Computer Supplies  
**Contacts:**  
Head of Software: Marc Solley  
Geographic Coverage: National  
**Year Established:** 1977  
**Number of Employees:** 45

**AMERICAN BITAC CORP.**  
2006 Scott Blvd  
Santa Clara, CA 95050  
(408) 988-0258  
**Major Markets:** Peripheral Manufacturing, High-Height Disk Drives  
**Target Industries:** Computer Manufacturing  
**Geographic Coverage:** International  
**Year Established:** 1961  
**Number of Employees:** 15

**AMP LOGIC SOURCES, INC.**  
10035 Rockley Park  
Suite 100  
Houston, TX 77066  
(713) 679-0538  
**Major Markets:** Computer Manufacturing, OEM (Computer Systems), Software House  
**Target Industries:** CA  
**Target Applications:** Displays  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
Head of Sales: Peter Farnier  
Head of Software: Jim Nipper  
Head of Customer Service: John Serugh  
Geographic Coverage: International  
**Year Established:** 1973  
**Number of Employees:** 38

**AMLYN CORP.**  
2450 Autumnview Dr.  
San Jose, CA 95133  
(408) 546-8512  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Contacts:**  
Head of Customer Service: Michael Wong  
Geographic Coverage: International  
**Year Established:** 1980  
**Number of Employees:** 49

**ANAPAC BUSINESS SYSTEMS, INC.**  
2640 Walnut Ave.  
Tustin, CA 92680  
(714) 731-4217  
**Major Markets:** Component Manufacturing, OEM (Peripherals-Terminals)  
**Target Industries:** IBM  
**Target Applications:** Hard Copy Output  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
Head of Sales: Don Antis  
Head of Software: Susan Hentsch  
Head of Engineering: M. Mauberty  
Geographic Coverage: International  
**Year Established:** 1980  
**Number of Employees:** 10

**AMPEX**  
10435 N. Tantau Ave.  
Cupertino, CA 95014  
(408) 250-4800  
**Major Markets:** Computer Manufacturing, OEM (Computer Systems), Systems House, Commercial OEMs  
**Target Industries:** OEM  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
Head of Sales: Larry Hoffvalde  
Head of Customer Service: Jon Garman  
Geographic Coverage: International  
**Year Established:** 1979  
**Number of Employees:** 80

**AMPEX CORP.**  
Memory Products  
200 N. Wash St.  
El Segundo, CA 90245  
(213) 943-0150  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Contacts:**  
Head of Sales: Kim C. Jorist  
Geographic Coverage: International  
**Year Established:** 2000  
**Number of Employees:** 2,000

**ARTEL SYSTEMS CORP.**  
1282 Ardenwood Ave.  
Sunnyvale, CA 94088  
(408) 734-5000  
**Major Markets:** Computer, Communications Equipment Manufacturing, Software House, Systems House (Commercial OEM)  
**Target Industries:** Fortune 500, Banking, Finance  
**Target Applications:** Automated Message Centers, Text Delivery  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
Head of Software: Walter Kless  
Head of Engineering: Ernie Long  
Geographic Coverage: National  
**Year Established:** 1978  
**Number of Employees:** 40

**ARADEL, INC.**  
1001 Flynn Road  
Camarillo, CA 93610  
(805) 987-0800

## Vendors

**Major Markets:** Peripheral Manufacturing  
**Net Sales:** \$20 Million - \$30 Million (1983)  
**Contacts:**  
 Head of Sales: K. A. Mathews  
**Geographic Coverage:** International  
**Year Established:** 1957  
**Number of Employees:** 400

**ANALOG DEVICES**  
 3 Technology Way Industrial Park  
 Route 1  
 P.O. Box 280  
 Norwood, MA 02062  
 (617) 329-4700  
**Major Markets:** Computer Manufacturing, OEM (Computer Systems)  
**Target Industries:** Manufacturing, Laboratories  
**Target Applications:** Lab R&D, Measurement and Control, Product Testing  
**Net Sales:** More than \$100 Million (1982)  
**Contacts:**  
 Head of Sales: Bill Miller  
 Head of Customer Service: Bill Miller  
**Geographic Coverage:** International  
**Year Established:** 1965  
**Number of Employees:** 2,800

**ANALOG & DIGITAL PERIPHERALS**  
 815 Dana Dr.  
 Troy, OH 45373  
 (513) 255-2241  
**Major Markets:** Peripheral Manufacturing, OEM (Computer Systems), Dealer Distributor  
**Target Industries:** OEM, End Users  
**Target Applications:** Industrial Control, Data Recording, Program Loading, Data Acquisition  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
 Head of Sales: Lyle Kuebler  
 Head of Software: Alan Kuebler  
 Head of Customer Service: Don Milson  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 25

**ANDERSON JACOBSON, INC.**  
 211 Cherry Ave.  
 San Jose, CA 95131  
 (408) 263-8200  
**Major Markets:** Terminal, Peripheral Manufacturing, Communications Equipment Manufacturing, Software Houses, Voice Data System Managers  
**Target Applications:** APL Programs  
**Net Sales:** \$20 Million - \$30 Million (1982)  
**Contacts:**  
 Head of Sales: Dick DeLong  
 Head of Software: Thomas Zirsch  
 Head of Customer Service: Wayne Seppeler  
**Geographic Coverage:** International  
**Year Established:** 1957  
**Number of Employees:** 575

**ANDROMEDA SYSTEMS, INC.**  
 9000 Eaton Ave.

College Park, CA 91304  
 (818) 705-7600  
**Major Markets:** Component, Computer, Terminal Manufacturing, Software Houses, Systems House (Commercial OEM)  
**Target Industries:** Scientific  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Bill Graham  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 20

**ANDROTEK / IBM**  
 5385 Westerville Road  
 Westerville, OH 43081  
 (614) 882-7621  
**Major Markets:** Computer Manufacturing, OEM (Computer Systems), Software House  
**Target Industries:** Manufacturing  
**Net Sales:** \$100,000 - \$500,000 (1983)  
**Contacts:**  
 Head of Software: Carl Neumann  
 Head of Customer Service: Gary Donahoe  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 10

**APPARAT, INC.**  
 6401 S. Tamiami Trail  
 Denver, CO 80237  
 (303) 741-1775  
**Major Markets:** Component, Peripheral Manufacturing, Software House, Dealer Distributor  
**Target Industries:** General Business, Application  
**Target Applications:** Data Base  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales/Software: Lori LaMotta  
 Head of Engineering: Brian Uhl  
 Head of Customer Service: Billy Routh  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 45

**APPLE COMPUTER, INC.**  
 20525 Mariani Ave.  
 Cupertino, CA 95014  
 (408) 965-1010  
**Major Markets:** Computer, Terminal, Peripheral Manufacturing, OEM (Computer Systems)  
**Target Industries:** General Business, Education, Home  
**Target Applications:** General Business, Personal, Entertainment  
**Contacts:**  
 Head of Software: William V. Campbell  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 4,500

**APPLIED DIGITAL DATA SYSTEMS, INC.**  
 100 Marcus Blvd.  
 Hauppauge, NY 11786

(516) 231-5402  
**Major Markets:** Computer, Terminal Manufacturing  
**Contacts:**  
 Head of Sales: Joe Maronne  
**Year Established:** 1969  
**Number of Employees:** 800

**APPLIED DYNAMICS INTERNATIONAL**  
 3800 Stone School Road  
 Ann Arbor, MI 48104  
 (313) 973-1300  
**Major Markets:** Component, Computer Manufacturing  
**Target Industries:** Aerospace, Energy, Auto  
**Target Applications:** Simulation Systems, Transmission Design  
**Net Sales:** \$5 Million - \$25 Million (1983)  
**Contacts:**  
 Head of Sales: Edward Padden  
 Head of Software: Don Chandler  
 Head of Customer Service: Tom Lufner  
**Geographic Coverage:** International  
**Year Established:** 1955  
**Number of Employees:** 83

**ARC AUTOMATION SERVICE, INC.**  
 P.O. Box 419930  
 Dallas, TX 75261  
 (214) 257-1455  
**Major Markets:** Computer Manufacturing, OEM (Computer Systems), Systems House (Commercial OEM)  
**Target Industries:** Insurance  
**Net Sales:** \$30 Million - \$50 Million (1983)  
**Contacts:**  
 Head of Sales: Terence O. Culling  
 Head of Software: Ralph Har  
 Head of Engineering: Howard Anokhin  
 Head of Customer Service: Wells McMath  
**Geographic Coverage:** International  
**Year Established:** 1962  
**Number of Employees:** 700

**ARCHIVE CORP.**  
 35-40 Colling Ave.  
 Costa Mesa, CA 92626  
 (714) 841-2878  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Contacts:**  
 Head of Sales: Tony Matzmann  
 Head of Customer Service: William Miller  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 300

**ARISTO GRAPHIC CORP.**  
 5 Emery Ave.  
 Randolph, NJ 07069  
 (201) 366-7200  
**Major Markets:** Component Manufacturing, OEM (Computer Systems)  
**Target Industries:** Microwave, Desktop Graphics  
**Target Applications:** Microimage  
**Contacts:**

Head of Software: Matthew F. Porter  
 Head of Customer Service: Jason Jaramin  
**Geographic Coverage:** National  
**Year Established:** 1971  
**Number of Employees:** 10

**ASTRONOMICS CORP. OF AMERICA**  
 P.O. Box 529  
 Milwaukee, WI 53291  
 (414) 847-4200  
**Major Markets:** Component, Computer, Terminal, Peripheral Manufacturing  
**Target Industries:** Aerospace, Military  
**Target Applications:** Communications  
**Net Sales:** \$75 Million - \$100 Million (1983)  
**Contacts:**  
 Head of Sales: R. D. Seavie  
 Head of Customer Service: R. Lessin  
**Geographic Coverage:** International  
**Year Established:** 1959  
**Number of Employees:** 1,300

**ATARI, INC.**  
 1285 Burrage Ave.  
 P.O. Box 427  
 Sunnyvale, CA 94086  
 (408) 745-2000  
**Major Markets:** Computer Manufacturing, OEM (Computer Systems), Software House  
**Target Industries:** Personal Computer, Education, Home User, Small Business  
**Target Applications:** Educational, General Business, Games  
**Contacts:**  
 Head of Sales: Dave Ruckert  
 Head of Software: Don Kingborough  
 Head of Customer Service: Marjorie E. Hoff  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 3,500

**ATARI CORP.**  
 2075 Zanker Road  
 San Jose, CA 95131  
 (408) 955-0035  
**Major Markets:** Peripheral Manufacturing  
**Net Sales:** \$15 Million - \$20 Million (1983)  
**Contacts:**  
 Head of Sales: David Eng  
 Head of Software: Donald Pitts  
 Head of Customer Service: Donald Lundell  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 55

**ATHERBURN TECHNOLOGY, INC.**  
 155 Reynolds Dr.  
 Branford, NJ 07824  
 (917) 848-8388  
**Major Markets:** Peripheral Manufacturing  
**Target Applications:** Word Processing, CAD/CAM, Small Business Systems  
**Contacts:**  
 Head of Sales: Jean-Paul Gendrel

## Vendors

Head of Customer Service: Richard Barton  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 11

### AT&T INFORMATION SYSTEMS

Headquarters  
100 Southfield  
Morristown, NJ 07960  
(201) 986-2000  
Major Markets: Computer  
Manufacturing, Peripheral  
Manufacturing, Equipment  
Manufacturing  
Target Applications: Communications  
Contact:  
Head of Sales/Government: Robert Casale  
Geographic Coverage: International  
Year Established: 1963

### AT&T TELETYPE CORP.

2500 Tully Ave.  
Stam, N. 06007  
(212) 982-2000  
Major Markets: Terminal  
Manufacturing, Peripheral  
Manufacturing, Data Distributor  
Target Industries: Communications,  
Government, Data Communications,  
Independent Telephone Companies  
Contact:  
Head of Sales: Dan Pritz  
Head of Customer Service: William Strangis Jr.  
Geographic Coverage: International  
Year Established: 1907  
Number of Employees: 5,000

ATV SYSTEMS, INC.  
2321 S. Center St.  
Santa Ana, CA 92705  
(714) 548-3851  
Major Markets: Computer  
Manufacturing, Systems House  
Commercial (SEM)  
Target Industries: Hospitality, Office  
Information  
Target Applications: FOL, Book  
Office Accounting  
Net Sales: \$30 Million - \$50 Million  
(1983)  
Contact:  
Head of Sales: Jerry Pincot  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 650

AUTONIC CORP.  
1301 W. Copans Road  
Pompano Beach, FL 33064  
(305) 878-2700  
Major Markets: Computer, Terminal,  
Peripheral Manufacturing,  
Maintenance/Other Services  
Target Industries: Chemical,  
Petroleum, Petroleum  
Target Applications: Power  
Production and Distribution,  
Refineries, Furnace Control  
Net Sales: \$1 Million - \$5 Million  
(1983)  
Contact:  
Head of Sales: Dean Frost

Head of Software: Marvin L. Burn  
Head of Engineering: Richard H. Carr  
Geographic Coverage: International  
Year Established: 1968  
Number of Employees: 95

### AUTOMATIC CONTROL ELECTRONICS CO.

P.O. Box 20264  
San Antonio, TX 78229  
(512) 381-4111  
Major Markets: Component,  
Computer Manufacturing, OEM  
(Computer Systems), Software  
House  
Target Industries: Concrete, Grain  
Target Applications: Automatic  
Sorting  
Net Sales: \$1 Million - \$5 Million  
(1983)  
Contact:  
Head of Sales: Don Fitzsimon  
Head of Engineering: Gordon Alley  
Head of Customer Service: Gerry Ferguson  
Geographic Coverage: National  
Year Established: 1961  
Number of Employees: 55

### AUTOMATIC FUNDS TRANSFER SERVICES, INC.

2640 Westlake N. 313  
Seattle, WA 98108  
(206) 285-6658  
Major Markets: Peripheral  
Manufacturing  
Target Industries: Banking  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 10

### AVATAR TECHNOLOGIES, INC.

25 S. St.  
Hingham, MA 01948  
(617) 433-8872  
Major Markets: Computer  
Manufacturing, Communications  
Equipment Manufacturing, Software  
House, Maintenance/Other Services  
Target Industries: Commercial  
Net Sales: \$1 Million - \$5 Million  
(1983)  
Contact:  
Head of Sales: Dr. F. D. Wierman  
Head of Software: Fred Seash  
Head of Customer Service: Fred Schaefer  
Geographic Coverage: International  
Year Established: 1987  
Number of Employees: 70

### AXION CORP.

1514 Grosdel Ave.  
San Fernando, CA 91340  
(213) 365-8521  
Major Markets: Peripheral  
Manufacturing, OEM (Peripherals-Terminals)  
Target Industries: Instrumentation,  
Medical, Low-Cost Microcomputers  
Target Applications: Hard Copy,  
Scanning, Data Logging  
Net Sales: \$10 Million - \$15 Million  
(1983)  
Contact:  
Head of Sales: Paul Fanner

Head of Software: Pat DeVore  
Geographic Coverage: International  
Year Established: 1973  
Number of Employees: 45

### AZUL, INC.

San Jose, CA 91534  
(408) 945-0000  
Major Markets: Peripheral  
Manufacturing

### AZURE CORP.

417 Main Way  
Salt Lake City, UT 84108  
(800) 621-7023  
Major Markets: Terminal  
Manufacturing, Peripheral  
Manufacturing  
Contact:  
Head of Sales: Dave Cox  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 15

### AYERS CORP.

Apollon Controls  
414 Commerce Dr.  
P.O. Westborough, MA 01504  
(617) 342-7900  
Major Markets: Computer,  
Peripheral Manufacturing, Systems  
House Commercial (SEM)  
Target Industries: Process Control,  
Geophysics, Utilities, Scientific  
Research  
Target Applications: Color Graphic  
Display, High-Density Storage  
Contact:  
Head of Sales: Joseph Taylor  
Head of Engineering: Greg Reeves  
Head of Customer Service: Al Vane  
Geographic Coverage: International  
Year Established: 1987  
Number of Employees: 360

### B&B CORP.

800 Middle Ave.  
Mountain View, CA 94043  
(415) 984-2115  
Major Markets: OEM (Peripherals-Terminals)  
Year Established: 1975  
Number of Employees: 25

### BENSON, INC.

2650 Orinda Pkwy.  
P.O. Box 30209  
San Jose, CA 95122-0209  
(408) 945-1000  
Major Markets: Peripheral  
Manufacturing  
Target Industries: Second  
Target Applications: Scientific  
Computer-Aided Design and  
Computer-Aided Manufacturing  
Contact:  
Head of Sales: Alexander A. Sathis  
Head of Software: Larry Maguire  
Head of Engineering: R. Borro  
Head of Customer Service: Arthur Biss  
Geographic Coverage: International  
Year Established: 1957  
Number of Employees: 500

### BENSON INDUSTRIES, INC.

1450 Fulton Place

Fremont, CA 94538  
(415) 551-3300  
Major Markets: Peripheral  
Manufacturing  
Target Industries: HP Computer  
Users  
Contact:  
Head of Sales: Chai Choy  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 20

### BETACOM CORP.

345 E. 5th St.  
Suite 114  
St. Paul, MN 55101  
(612) 292-8188  
Major Markets: Computer,  
Communications Equipment  
Manufacturing  
Target Industries: Insurance, Legal,  
Business, Medical  
Net Sales: \$100,000 - \$500,000  
(1982)  
Contact:  
Head of Sales: William Pringley  
Year Established: 1979

### BETACOM CORP.

Head of Engineering: Richard Haden  
Head of Customer Service: Al Nunez  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 43

### BILLINGS COMPUTER CORP.

18600 E. 27th Terrace  
Independence, MO 64057  
(816) 373-0000  
Major Markets: Computer  
Manufacturing, OEM (Peripherals-Terminals), Software House  
Commercial (SEM), Maintenance/Other Services  
Target Industries: Retail, Word  
Processing, Manufacturing  
Target Applications: Electronic  
Mail, Accounting, Program  
Development, Data Base  
Management Systems  
Net Sales: \$5 Million - \$10 Million  
(1983)  
Contact:  
Head of Sales: Debra Pether  
Head of Engineering/Customer  
Service: Dr. Robert Rapp  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 80

### BILLIS CORP. ELECTRONICS

2 W. Hampden  
Tampa, AZ 85262  
(602) 825-7217  
Major Markets: Peripheral  
Manufacturing  
Target Industries: Retail, Small  
Business, Home Owners  
Contact:  
Head of Sales: Gary Sharpe  
Year Established: 1982  
Number of Employees: 6

### BRAMMER COMPUTER CORP.

11550 12th Ave. S.  
Durham, NH 03827  
(612) 900-5126  
Major Markets: Peripheral  
Manufacturing  
Target Industries: Manufacturing



## Vendors

**Contract:**  
Head of Software: Richard Morris  
Head of Customer Service: Herbie Anderson  
Geographic Coverage: International  
Year Established: 1970  
Number of Employees: 150

**BROTHER INTERNATIONAL CORP.**  
3 Corporate Place  
Rutherford, NJ 07074  
(201) 981-5300  
Major Markets: Peripheral Office  
Equipment Manufacturing  
Contract:  
Head of Sales: Hal Fair  
Head of Software: Roger Nakagawa  
Geographic Coverage: International  
Year Established: 1955  
Number of Employees: 250

**BUCK ENGINEERING, INC.**  
Lab V&E Systems  
1712 Highway 34  
Walt, NJ 07718  
(201) 681-6229  
Major Markets: Computer  
Manufacturing, OEM (Computer  
Systems), OEM (Peripheral  
Terminals)  
Target Industries: Education  
Target Applications: Training  
Net Sales: \$20 Million - \$30 Million  
(1982)  
Contract:  
Head of Sales: A. G. Anderson  
Head of Customer Service: Jerry Kane  
Geographic Coverage: International  
Year Established: 1934  
Number of Employees: 175

**BUNGER BARR ELECTRONICS SYSTEMS**  
31717 La Tonde Dr.  
P.O. Box 5009  
Hartford, Wyo. CA 81359  
(818) 885-3211  
Major Markets: Computer,  
Peripheral Manufacturing, OEM  
(Computer Systems), Software  
House  
Target Industries: Department  
Defense  
Net Sales: More than \$100 Million  
(1982)  
Contract:  
Head of Sales: H.A. Lindley  
Head of Engineering: P.H. Chang  
Head of Customer Service: Dr. A. D. Scarborough  
Geographic Coverage: National  
Year Established: 1964  
Number of Employees: 550

**BURROUGHS CORP.**  
Burroughs Place  
Darien, MA 01928  
(617) 972-7000  
Major Markets: Computer,  
Communications Equipment, Office  
Equipment Manufacturing, OEM  
(Computer Systems), Software  
House, Dealer/Distributor  
Mainframe Computer Supplies  
Net Sales: More than \$100 Million  
(1982)  
Year Established: 1898

**Number of Employees: 62,000**  
**BUSINESS INFORMATION SYSTEMS, INC.**  
1140 36th St.  
Cypress, TX 77429  
(817) 821-1481  
Major Markets: Computer  
Manufacturing, OEM (Peripheral  
Terminals), Dealer/Distributor  
Target Industries: OEM, Unesco  
User  
Contract:  
Head of Sales: Buddy Autin  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 28

**CAD COUNCIL**  
231 E. Landon Ave.  
Monrovia, CA 91014  
(918) 259-6081  
Major Markets: Computer  
Manufacturing, Software House  
Manufacturing, Software House,  
Architecture, Design, Aerospace  
Target Applications: CAD/CAM,  
Graphics  
Geographic Coverage: National  
Year Established: 1982  
Number of Employees: 9

**CARLING, INC.**  
730 Nicholas Blvd.  
65 Grove Village, E. 60007  
(312) 228-7300  
Major Markets: Computer  
Manufacturing, Software House,  
Systems House (Commercial OEM)  
Target Industries: Mechanical  
Design, Manufacturing  
Target Applications: HC  
Net Sales: \$1 Million - \$5 Million  
(1983)  
Contract:  
Head of Sales/Software: William  
Schaefer  
Head of Engineering: Michael  
Searing  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 135

**CALCOMP**  
2411 W. Le Palmer Ave  
Alhambra, CA 91801  
(714) 821-3011  
Major Markets: Component,  
Peripheral Manufacturing, Software  
House, Systems House (Commercial  
OEM), Maintenance/Other Services  
Target Industries: Engineering,  
Architecture, Construction  
Target Applications: CAD/CAM  
Net Sales: More than \$100 Million  
(1981)  
Contract:  
Head of Sales: R. A. Peters  
Head of Software: James Watts  
Head of Engineering: Jay Johnston  
Head of Customer Service: L. T.  
Hollan  
Geographic Coverage: International  
Year Established: 1952  
Number of Employees: 2,000

**CALWIK, INC.**  
18600 E. 57th Terrace  
Independence, MO 64657

(818) 373-0000  
Major Markets: Computer,  
Peripheral Manufacturing  
Target Industries: OEM  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contract:  
Head of Sales: Rusty Besser  
Head of Customer Service: Robert  
Ridge  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 80

**CALIFORNIA COMPUTER SYSTEMS**  
290 Cuyamaca Dr.  
Sunnyvale, CA 94096  
(408) 734-8811  
Major Markets: Computer  
Manufacturing  
Net Sales: \$10 Million - \$15 Million  
(1973)  
Contract:  
Head of Sales: Marla Bradford  
Head of Software: Peter Passerini  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 75

**CALLAN DATA SYSTEMS, INC.**  
2845 Thornhill Road  
Waukegan, IL 60087  
(815) 497-6837  
Major Markets: Computer,  
Peripheral Manufacturing  
Target Industries: OEM  
Manufacturing, Communications,  
Military  
Target Applications: Software  
Development, Process Control,  
Factory Automation, Banking  
Automation  
Net Sales: \$5 Million - \$10 Million  
(1982)  
Contract:  
Head of Sales: Gary Hughes  
Head of Software: Robert Hulstig  
Head of Customer Service: William  
Portman  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 80

**CASPER ELECTRONICS, INC.**  
1625 S. Clementine St.  
P.O. Box 8279  
Anaheim, CA 92816  
(714) 535-1682  
Major Markets: Peripheral,  
Communications Equipment  
Manufacturing  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contract:  
Head of Sales: Doug Simonson  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 25

**CARRON U.S.A., INC.**  
One Orion Place  
Lake Success, NY 11042  
(516) 488-2700  
Major Markets: Computer,  
Peripheral, Office Equipment  
Manufacturing, OEM (Computer  
Systems)

Target Industries: Business  
Target Applications: Business  
Net Sales: More than \$100 Million  
(1982)  
Year Established: 1966  
Number of Employees: 1,700

**CAPITAL GROWTH CORP.**  
Proser Products  
24 Derby Road  
Albion, MA 02134  
(617) 787-2500  
Major Markets: Peripheral  
Manufacturing  
Target Industries: POS Retail  
Target Applications: Scale  
Applications  
Net Sales: \$5 Million - \$10 Million  
(1982)  
Contract:  
Head of Sales/Software: Martin  
Scott  
Geographic Coverage: International  
Year Established: 1967  
Number of Employees: 180

**CARDCO, INC.**  
313 Mathewson  
Wichita, KS 67214  
(316) 267-8525  
Major Markets: Component,  
Peripheral Manufacturing, OEM  
Peripheral Terminals, Systems  
House (Commercial OEM)  
Net Sales: \$100,000 - \$500,000  
(1983)  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 100

**CAREY TECHNOLOGY, INC.**  
4080 Merens Blvd.  
San Diego, CA 92117  
(619) 270-3890  
Major Markets: Peripheral  
Manufacturing  
Target Industries: OEM  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 11

**CARRISAL SCALE MANUFACTURING CO.**  
P.O. Box 151  
Waco City, MO 64670  
(817) 677-4021  
Major Markets: Computer,  
Peripheral Manufacturing, OEM  
Peripheral Terminals, Software  
House, Maintenance/Other Services  
Net Sales: \$5 Million - \$10 Million  
(1982)  
Contract:  
Head of Sales: Don Johnson  
Head of Software: Steve Cole  
Head of Engineering: Daniel O'Neil  
Head of Customer Service: W. T.  
Jervis  
Geographic Coverage: International  
Year Established: 1950  
Number of Employees: 400

**CARRISBY SYSTEMS**  
20500 Balfour St.  
Chatsworth, CA 91311  
(213) 898-7580  
Major Markets: Computer  
Systems, Software House,

## Vendors

**Maintenance/Other Services**  
Target Applications: Access  
Control, Security Management  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Geographic Coverage: International  
Year Established: 1940  
Number of Employees: 250

**CASMO, INC.**  
15 Gardner Road  
Fairfield, NJ 07008  
(201) 575-7400  
Major Markets: Computer  
Manufacturing, Dealer/Distributor  
Contacts:  
Head of Sales: Robert Gordon  
Head of Software: David Oles  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 4,000

**CENTRAL DATA CORP.**  
1822 Newton St.  
Champaign, IL 61821  
(312) 359-8010  
Major Markets: Component,  
Computer, Peripheral Manufacturing;  
OEM (Peripheral-Terminals)  
Target Applications: General  
Business, Accounting, Testing  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: Earl D. Jacobson  
Head of Software: N. MacGregor  
Head of Engineering: Jeffrey Robert  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 65

**CENTRONICS DATA  
COMPUTER CORP.**  
One Mill St.  
Hudson, NH 03051  
(603) 883-5111  
Major Markets: Peripheral, Office  
Equipment Manufacturing; OEM  
(Peripheral-Terminals)  
Dealer/Distributor  
Maintenance/Other Services;  
Manufacturing Computer Supplies  
Net Sales: More Than \$100 Million  
(1982)  
Contacts:  
Head of Sales: Neil D. Kinkaid  
Head of Software: Warren E.  
Alan Jr.  
Geographic Coverage: International  
Year Established: 1958  
Number of Employees: 1,900

**CENTURION COMPUTER  
CORP.**  
1111 S. Sherman St.  
Richardson, TX 75081  
(214) 644-3628  
Major Markets: Computer  
Manufacturing, Software House  
Target Industries: Accountants,  
General Business, Insurance,  
Customer Service  
Target Applications: General  
Accounting  
Contacts:  
Head of Sales: Howard Dean  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 65

**CENTURY COMPUTER CORP.**  
14453 Gals  
Dallas, TX 75234  
(714) 233-3238  
Major Markets: Computer  
Manufacturing  
Target Industries: Government,  
Automation, Nonprofit, Credit Unions  
Target Applications: Accounting  
Net Sales: \$500,000 - \$1 Million  
(1982)  
Contacts:  
Head of Sales: Paul Schmitt  
Head of Customer Service: Hans  
Kretz  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 30

**CENTURY DATA SYSTEMS,  
INC.**  
12770 N. Krasner Blvd.  
Parsippany, CA 92066  
(714) 633-7500  
Major Markets: Peripheral  
Manufacturing  
Target Industries: High Technology;  
OEM  
Contacts:  
Head of Sales: Wallace Buchard  
Head of Software: Richard Bruchman  
Geographic Coverage: International  
Year Established: 1966  
Number of Employees: 901

**CGS MICROTECH, INC.**  
P.O. Box 102  
Langhorne, PA 19047  
(215) 757-0284  
Major Markets: Peripheral,  
Communications Equipment,  
Manufacturing, Software House;  
Distributor  
Target Industries: Engineering  
Target Applications: WP  
Net Sales: \$100,000 - \$500,000  
(1983)  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 8

**CHALLENGE SYSTEMS**  
1259 Commerce  
Richardson, TX 75081  
(214) 660-1101  
Major Markets: Computer  
Manufacturing; OEM (Computer  
Systems); Systems House  
Net Sales: \$100,000 - \$15 Million  
(1983)  
Contacts:  
Head of Sales: Glen Brum  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 40

**CHARLES INVER DATA  
SYSTEMS, INC.**  
981 Concord St.  
Framingham, MA 01701  
(617) 655-1800  
Major Markets: Computer  
Manufacturing, Software House  
Target Industries: OEM-Education,  
Communications, Commercial Data  
Net Sales: \$10 Million - \$15 Million  
(1983)  
Contacts:  
Head of Sales: Don DeLus  
Head of Software: Steve Shackley

Head of Engineering: Jeff Goldberg  
Head of Customer Service: Russell  
O'Connor  
Geographic Coverage: International  
Year Established: 1973  
Number of Employees: 180

**CHARTER INFORMATION  
CORP.**  
2421 Fullard Dr.  
Austin, TX 78758  
(512) 855-1111  
Major Markets: OEM (Computer  
Systems), Software House, Systems  
House (Commercial OEM), Data  
Services (Service Bureau)  
Target Industries: Finance,  
Accountants, Dental  
Target Applications: Job  
Costing, Accounting, Word  
Processing  
Contacts:  
Head of Sales: Lois Rice  
Head of Software: Philip Harman  
Geographic Coverage: National  
Year Established: 1969  
Number of Employees: 25

**CHROMATICS, INC.**  
2554 Mountain Industrial Blvd.  
Tucker, GA 30084  
(404) 485-7000  
Major Markets: Computer  
Manufacturing, Computer Graphics  
Target Industries: Manufacturing,  
Engineering  
Target Applications: Graphics;  
Process Control, CAD/CAM  
Contacts:  
Head of Sales: Tom Williams  
Head of Software: Larry Johnson  
Head of Customer Service: John  
Elwood  
Geographic Coverage: International  
Year Established: 1978

**CIE ELECTRONICS**  
CIE Terminal  
2505 McCabe Way  
Irvine, CA 92714  
(714) 660-1421  
Major Markets: Peripheral  
Manufacturing  
Contacts:  
Head of Sales: Harry Gann  
Head of Customer Service: Timothy  
Sullivan  
Geographic Coverage: National  
Year Established: 1983  
Number of Employees: 115

**CIR SYSTEMS, INC.**  
2515 McCabe Way  
P.O. Box 18279  
Irvine, CA 92713  
(714) 860-1800  
Major Markets: Computer  
Manufacturing  
Target Industries: Product and  
System OEM  
Target Applications: General  
Business  
Contacts:  
Head of Sales: Warren Blodson  
Head of Software: Fran Morrison  
Head of Engineering: Duane Davis  
Geographic Coverage: National  
Year Established: 1981  
Number of Employees: 95

**CIPIER DATA PRODUCTS,  
INC.**  
10225 Willow Creek Road  
San Diego, CA 92131  
(714) 578-9100  
Major Markets: Peripheral  
Manufacturing  
Net Sales: \$50 Million - \$75 Million  
(1983)  
Contacts:  
Head of Sales: Larry Haiman  
Geographic Coverage: International  
Year Established: 1968  
Number of Employees: 1,190

**C. ITON DIGITAL  
PRODUCTS, INC.**  
19750 S. Vermont Ave.  
Suite 200  
Torrance, CA 90502  
(213) 327-6606  
Major Markets: End Users, Dealers  
Target Industries: Small Business,  
Home  
Contacts:  
Head of Sales: Gene Murphy  
Head of Customer Service: Joseph  
King  
Geographic Coverage: National  
Year Established: 1984  
Number of Employees: 50

**C. ITON ELECTRONICS**  
5301 Barnum St.  
Los Angeles, CA 90066  
(213) 304-8700  
Major Markets: Terminal, Peripheral  
Manufacturing, Dealer/Distributor  
Contacts:  
Head of Sales: Robert Cowan  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 100

**CNC INTERNATIONAL**  
1720 130th Ave. N.E.  
Bellevue, WA 98005  
(206) 885-1800  
Major Markets: Computer  
Manufacturing  
Target Industries: Dealers  
Target Applications: Distributors  
Net Sales: \$10 Million - \$15 Million  
(1983)  
Contacts:  
Head of Sales: Gerald Jones  
Head of Software: David Britton  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 35

**CODATA SYSTEMS  
CORP.**  
285 N. Wells Road  
Sunnyvale, CA 94088  
(408) 735-7444  
Major Markets: Computer  
Manufacturing; OEM (Peripheral-  
Terminal), Software House  
Target Industries: Engineering  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: Gary D. Oates  
Head of Engineering: Van Dean  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 55

## Vendors

### COMPTON SYSTEMS

2355 Zanker Road  
San Jose, CA 95131  
(408) 942-6262  
Major Markets: Peripheral  
Manufacturing  
Contacts:  
Head of Sales: Andrew Horton  
Geographic Coverage: International  
Year Established: 1962  
Number of Employees: 150

### COLEY COMPUTERS

949 Independence Ave.  
Mountain View, CA 94043  
(415) 958-1410  
Major Markets: Component,  
Computer Manufacturing  
Target Industries: Fortune 1000  
Geographic Coverage: International  
Year Established: 1962

### COLECO INDUSTRIES, INC.

399 Quaker Lane S.  
W. Hartford, CT 06110  
(203) 725-8000  
Major Markets: Component,  
Computer, Peripheral  
Manufacturing, Software House  
Target Industries: Home Computer  
Net Sales: More than \$100 Million  
(1983)  
Contacts:

Head of Sales: Alfred R. Kahn  
Head of Software: J. B. Clarke  
Head of Engineering: Charles B. Wierlich  
Geographic Coverage: International  
Year Established: 1932  
Number of Employees: 5,000

### COLEY AMERICA, INC.

12023 Highway Road  
Dallas, TX 75234  
(214) 498-0778  
Major Markets: Component,  
Computer Manufacturing,  
Maintenance/Other Services  
Target Industries: OEM Market,  
System Integrators Market  
Contacts:  
Head of Sales/Software: Rudi Homs  
Head of Customer Service: D. Allen  
Geographic Coverage: International  
Year Established: 1962  
Number of Employees: 30

### COLUMBIA DATA SERVICES CORP.

105 Sanford St.  
Hempden, CT 06514  
(203) 286-2534  
Major Markets: Computer  
Manufacturing  
Net Sales: \$1 Million - \$5 Million  
(1983)  
Contacts:  
Head of Sales: Ron Liberatori  
Geographic Coverage: International  
Year Established: 1960  
Number of Employees: 15

### COLUMBIA VIDEO, INC.

P.O. Box 800  
Denville, NJ 07834  
(201) 444-3672  
Major Markets: Peripheral,  
Communications Equipment

### Manufacturing, Maintenance/Other Services

Target Industries: Government;  
P&G  
Target Applications: Video Memory,  
Computer Vision  
Net Sales: \$1 Million - \$5 Million  
(1983)  
Contacts:  
Head of Sales: Cynthia Keen  
Head of Customer Service: John South  
Geographic Coverage: National  
Year Established: 1980  
Number of Employees: 47

### COLUMBIA DATA PRODUCTS, INC.

91500 Railway Road  
Columbia, MD 21045  
(301) 962-3400  
Major Markets: Computer,  
Peripheral Manufacturing  
Target Industries: Manufacturing;  
Engineering, Professional  
Target Applications: Accounting,  
Word Processing, Graphics, DBMS  
Net Sales: \$50 Million - \$75 Million  
(1983)  
Contacts:

Head of Sales: John A. White  
Head of Customer Service: Richard Matthews  
Geographic Coverage: International  
Year Established: 1976  
Number of Employees: 750

### COMARK CORP.

55 W. St.  
P.O. Box 474  
Medford, MA 02052  
(617) 338-8181  
Major Markets: Component,  
Peripheral Manufacturing, OEM  
(Computer Systems)  
Distributor/Distributor:  
Maintenance/Other Services  
Target Applications: Process  
Control, Lab Functions, Data  
Acquisition, Accounting  
Net Sales: \$1 Million - \$5 Million  
(1983)  
Contacts:  
Head of Sales: Mike Dinko  
Head of Software: William Brown  
Geographic Coverage: International  
Year Established: 1973  
Number of Employees: 50

### COMMODORE BUSINESS MACHINES, INC. SYSTEMS

427 Devon Park Dr.  
Wayne, PA 19087  
(215) 667-0750  
Major Markets: Computer,  
Peripheral Manufacturing, Software  
House, Systems House (Commercial  
OEM)  
Net Sales: More than \$100 Million  
(1983)  
Contacts:  
Head of Engineering: Paul O'Brien  
Geographic Coverage: International

### COMMODORE BUSINESS MACHINES, INC.

1200 Wilson Dr.  
Hempden, PA 19080  
(215) 431-9100

Major Markets: Component,  
Computer, Terminal, Peripheral,  
Communications Equipment  
Manufacturing, Software House  
Net Sales: More than \$100 Million  
(1983)  
Contacts:  
Head of Sales/Software: Jim Dennis  
Head of Engineering: Big Hornum  
Geographic Coverage: International  
Year Established: 1958

### CONSER SOFT, INC.

2452 Emancipation Way  
Palo Alto, CA 94303  
(415) 482-2184  
Major Markets: Software House  
Target Applications:  
Communication, Geology,  
Educational  
Net Sales: \$100,000 - \$300,000  
(1981)  
Contacts:  
Head of Engineering: Curt  
Bowerback  
Geographic Coverage: International  
Year Established: 1965  
Number of Employees: 3

### CONSUMER COMPUTER CORP.

19038 Dundas St.  
Northridge, CA 91326  
(818) 341-1404  
Major Markets: Computer  
Manufacturing  
Target Industries: Professional,  
Small Business  
Geographic Coverage: National  
Year Established: 1963

### CONRAD, INC.

Systems  
2000 Wilshire Blvd.  
Beverly Hills, CA 90211  
(213) 462-2263  
Major Markets: OEM (Computer  
Systems), Systems House  
(Commercial OEM),  
Distributor/Distributor:  
Maintenance/Other Services  
Contacts:  
Head of Sales: Ira Kabb  
Geographic Coverage: International  
Year Established: 1976  
Number of Employees: 15

### CONRAD COMPUTER CORP.

20330 Fairview  
Houston, TX 77070  
(713) 370-1040  
Major Markets: Computer  
Manufacturing  
Target Industries: Dealer,  
Professional  
Contacts:  
Head of Sales: Mike Sordely  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 80

### CONRAD CORP.

2211 Michigan Ave.  
Santa Monica, CA 90404  
(213) 628-7423  
Major Markets: Computer, Office  
Services (Service Bureau)  
Target Industries: Legal, Business,

### Fortune 1000

Target Applications: WP,  
Accounting  
Net Sales: \$50 Million - \$500 Million  
(1983)  
Contacts:  
Head of Sales: S. Chrobok  
Geographic Coverage: International  
Year Established: 1969  
Number of Employees: 600

### COMPU PRINTER INTERNATIONAL, INC.

(COMPUPRINT)  
240 E. Macdonald Road  
Mountain View, CA 94043  
(415) 958-0101  
Major Markets: Peripheral  
Manufacturing, Maintenance/Other  
Services  
Net Sales: \$500,000 - \$1 Million  
(1982)  
Geographic Coverage: National  
Year Established: 1978  
Number of Employees: 6

### COMPUPO

3509 Brentwood Court  
Hayward, CA 94545  
(415) 798-0806  
Major Markets: Component,  
Computer, Peripheral Manufacturing,  
Maintenance/Other Services  
Target Industries: General  
Business, Industrial, Scientific  
Contacts:  
Head of Software: Jim Langhor  
Head of Customer Service: Kevin  
Fischer  
Geographic Coverage: International  
Year Established: 1973  
Number of Employees: 90

### COMPUTER AUTOMATION, INC.

Houston  
4801 Stealing Dr.  
Dulles, VA 22021  
(202) 444-8748  
Major Markets: Computer,  
Communications Equipment  
Manufacturing, Communications  
Services  
Target Industries: Distribution, End  
Users  
Net Sales: \$75 Million - \$100 Million  
(1981)  
Contacts:

Head of Sales/Software: Jay Lynch  
Head of Engineering: John LaLonde  
Head of Customer Service: D. Mout  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 300

### COMPUTER AUTOMATION, INC.

Headed May (1983)  
2181 Dupont Dr.  
Irvine, CA 92713  
(714) 825-8800  
Major Markets: Component,  
Computer, Terminal Manufacturing,  
OEM Computer Systems, OEM  
(Peripheral-Terminals),  
Maintenance/Other Services  
Net Sales: \$50 Million - \$75 Million  
(1982)

## Vendors

**Contacts:**  
Head of Sales: Norm Bryaga  
Geographic Coverage: International  
Year Established: 1967  
Number of Employees: 300

**COMPUTER DESIGNED SYSTEMS, INC.**  
Commercial Systems Div.  
10811 Olson Memorial Hwy  
Minneapolis, MN 55441  
(612) 542-2855  
Major Markets: Component, Computer, Terminal, Peripheral Manufacturing; OEM (Computer Systems); Systems House (Commercial OCM)

**Target Industries:** Manufacturing; Distribution; Medical  
**Target Applications:** Accounting; MRP; Office Management  
Net Sales: \$5 Million - \$10 Million (1983)

**Contacts:**  
Head of Sales: Gary Fisher  
Head of Engineering: Jim Fliss  
Head of Customer Service: Thomas Sponkel  
Geographic Coverage: National  
Year Established: 1968  
Number of Employees: 45

**COMPUTER DEVICES, INC.**  
749 Middleton Turnpike  
Hunting Lake, MA 01885  
(617) 963-4980  
Major Markets: Computer, Terminal Manufacturing  
Net Sales: \$15 Million - \$20 Million (1983)

**Contacts:**  
Head of Sales: Alyn Nilsson  
Head of Software: Sharon Zizza  
Head of Customer Service: Gerry Galbo  
Geographic Coverage: International  
Year Established: 1969  
Number of Employees: 120

**COMPUTER DYNAMICS, INC.**  
100 S. Main St.  
Greer, SC 29615  
(803) 577-1471  
Major Markets: OEM (Peripheral-Terminal); Software House  
Target Industries: Engineering; Small Business  
Net Sales: \$1 Million - \$5 Million (1983)

**Contacts:**  
Head of Sales/Software: Susan Pfister  
Head of Customer Service: Barry Seitz  
Geographic Coverage: International  
Year Established: 1961  
Number of Employees: 24

**COMPUTER SYSTEMS, INC.**  
8216 Eton Ave.  
Chattanooga, TN 37311  
(615) 759-8440  
Major Markets: Peripheral Manufacturing  
Net Sales: \$15 Million - \$20 Million (1982)  
**Contacts:**  
Head of Sales/Software: Trevor Condit

**Head of Customer Service: An Brand**  
Geographic Coverage: International  
Year Established: 1979

**COMPUTER SHOP**  
130 First St.  
Cambridge, MA 02141  
(617) 867-2670  
Major Markets: Computer Manufacturing; Systems House (Commercial OCM)

**Target Industries:** Professional  
Geographic Coverage: National  
Year Established: 1976  
Number of Employees: 15

**COMPUTERS INTERNATIONAL, INC.**  
3545 Wilshire Blvd.  
Los Angeles, CA 90010  
(213) 398-5111  
Major Markets: Systems House (Commercial OCM)

**Target Industries:** OEM  
Net Sales: \$1 Million - \$5 Million (1983)  
Geographic Coverage: National  
Year Established: 1977  
Number of Employees: 80

**COMPUTER SYSTEMS**  
26421 Harper Ave.  
St. Clair Shores, MI 48081  
(313) 778-8729  
Major Markets: Computer, Communications Equipment Manufacturing; OEM (Computer Systems)

**Target Industries:** Industrial; Engineering  
**Target Applications:** Graphics; Communication; Control Systems; Data Acquisition  
**Contacts:**  
Head of Sales: Robert Martin  
Geographic Coverage: National  
Year Established: 1967  
Number of Employees: 20

**COMPUTER TALK, INC.**  
2802 S. Rooney Road  
Mountain View, CA 94040  
(303) 697-5445  
Major Markets: Computer Manufacturing; Software House; Systems House (Commercial OCM); Dealer/Distributor  
Target Industries: Engineering; Manufacturing  
Target Applications: Host Graphics; Engineering; Design  
Net Sales: \$500,000 - \$1 Million (1983)  
Geographic Coverage: National  
Year Established: 1972  
Number of Employees: 5

**COMPUTER TRANSDUCER SYSTEMS, INC.**  
E. W. McLeod Ave.  
P.O. Box 15  
Paramus, NJ 07652  
(201) 261-6801  
Major Markets: Computer, Terminal, Peripheral Manufacturing  
Target Industries: Banking; Engineering  
Target Applications: Accounting

**Contacts:**  
Head of Customer Service: Donald Weger  
Geographic Coverage: International  
Year Established: 1966  
Number of Employees: 150

**COMPUTERS SYSTEMS, INC.**  
Business Systems Division  
1 Penimeter Road  
Manchester, NH 03103  
(603) 624-3700  
Major Markets: Computer Manufacturing; OEM (Computer Systems)

**Target Industries:** Accountants; Insurance; Contractors; Medical  
**Target Applications:** Fuel Oil Accounting; Job Costing; Property Management; Medical  
Net Sales: \$5 Million - \$10 Million (1983)  
**Contacts:**  
Head of Sales: John Brinkley  
Head of Software: Tim Sullivan  
Head of Customer Service: Joel Weber  
Geographic Coverage: National  
Year Established: 1975  
Number of Employees: 150

**CONNER INTERNATIONAL**  
3701 Skyway Dr.  
Suite 100  
Torrance, CA 90505  
(213) 373-0280  
Major Markets: Component, Computer, Peripheral, Communications Equipment Manufacturing; OEM (Peripheral-Terminal)

**Target Industries:** Business; Home  
**Contacts:**  
Head of Sales: Robert Pearce  
Head of Software: Bill Faltersheim  
Head of Customer Service: Marshall Brown  
Geographic Coverage: International  
Year Established: 1961  
Number of Employees: 24

**CONTEL GARG COMPUTER SYSTEMS**  
2905 W. 180th St.  
P.O. Box 2239  
Torrance, CA 90516  
(213) 323-8170  
Major Markets: Computer Manufacturing; OEM (Computer Systems); Systems House (Commercial OCM)

**Net Sales:** \$50 Million - \$75 Million (1983)  
**Contacts:**  
Head of Software: Donald B. Elliot  
Head of Customer Service: Bob Thorne  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 250

**CONTROL DATA CORP.**  
Computer Peripherals, Inc.  
2625 Van Buren Ave.  
Norristown, PA 19303  
(215) 660-5000  
Major Markets: Peripheral Manufacturing  
**Contacts:**

**Head of Sales: Ted Royster**  
Head of Software: Stan Conner  
Geographic Coverage: International  
Year Established: 1970  
Number of Employees: 1,100

**CONTROL DATA CORP.**  
8100 34th Ave. S.  
Minneapolis, MN 55440  
(612) 853-8100  
Major Markets: Component, Computer, Terminal, Peripheral, Communications Equipment Manufacturing; Data Services (Service Bureau); Maintenance/Other Services; Miscellaneous Computer Supplies

**Target Industries:** Manufacturing; Electric Utilities; Petroleum; Education  
**Target Applications:** CAD/CAM; Computer-Based Education; Petroleum Exploration; Electrical Engineering  
Net Sales: More than \$100 Million (1982)  
**Contacts:**  
Head of Sales: Tim Miller  
Geographic Coverage: International  
Year Established: 1957  
Number of Employees: 97,000

**CONVERGENT TECHNOLOGIES, INC.**  
5500 Augustine Dr.  
Santa Clara, CA 95051  
(408) 727-8830  
Major Markets: Computer Manufacturing  
Target Industries: OEM  
Net Sales: \$15 Million - \$20 Million (1983)

**Contacts:**  
Head of Sales: Nita Techhoff  
Head of Software: Richard Marse  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 820

**CORNE, INC.**  
542 S.E. 5th Ave.  
Delray Beach, FL 33444  
(305) 276-3028  
Major Markets: Peripheral Manufacturing; Software House; Systems House (Commercial OCM); Dealer/Distributor  
Target Industries: Manufacturing; Agriculture; General Business  
Target Applications: Accounting; General Business

**Contacts:**  
Head of Sales: Jim Toppin  
Head of Software: Peter Previtt  
Head of Engineering: Gerry Smith  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 15

**CORONA DATA SYSTEMS**  
31324 Via Colina  
Westlake Village, CA 91361  
(310) 706-1001  
Major Markets: Computer, Peripheral Manufacturing  
**Contacts:**  
Head of Sales: Dr. Larry Lott  
Head of Software: George McIntyre

## Vendors

Head of Customer Service: Don Carter  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 260

**CONVUS SYSTEMS, INC.**  
2100 Convia Dr.  
San Jose, CA 95124  
(408) 559-7000  
Major Markets: Computer Manufacturing, Peripheral Manufacturing  
Target Industries: Fortune 1000  
Net Sales: \$30 Million - \$50 Million (1982)  
Contacts:  
Head of Sales: Joseph D. Hughes  
Head of Engineering: Mark C. Hahn  
Head of Customer Service: John McAviney  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 415

**CRADIN PERIPHERALS CORP.**  
304 Copper Center  
Parsippany, NJ 08059  
(609) 486-0700  
Major Markets: Peripheral Manufacturing  
Target Industries: Banking  
Target Applications: Document Printing  
Contacts:  
Head of Sales: Max Boettel  
Geographic Coverage: International  
Year Established: 1963  
Number of Employees: 30

**CR COMPUTER SYSTEMS, INC.**  
1327 Thousand Oaks Blvd.  
Thousand Oaks, CA 91326  
(805) 497-6722  
Major Markets: Computer, Communications Equipment Manufacturing  
Target Industries: Retail, Fortune 2000, Fortune 500  
Target Applications: Management, Local-Area Networking  
Net Sales: More than \$100 Million (1982)  
Contacts:  
Head of Sales: Peter Rasmussen  
Head of Software: Carsten Wegmann  
Head of Customer Service: Jerry Lofth  
Geographic Coverage: International  
Year Established: 1963  
Number of Employees: 1,500

**CRONSON, INC.**  
280 Barnard Ave.  
Mountain View, CA 94043  
(415) 954-7400  
Major Markets: Component, Computer, Peripheral, Communications Equipment Manufacturing  
Contacts:  
Head of Sales: Andrew Prosser  
Head of Customer Service: Dr. Roger Meier  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 500

**CXL, INC.**  
3608 W. Bayshore Road  
Palo Alto, CA 94304-2229  
(415) 424-0720  
System Compatibility: IBM PC  
Special Types: Communications Enhancement, Modem, Multifunctional  
Contacts:  
Head of Marketing: James Ashbrook  
Head of Sales: Grant Meier  
Head of Engineering: Charles Mast  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 30

**CYBERGRAPHIC CORP.**  
79 E.  
Garrison, NY 10024  
(914) 424-5755  
Major Markets: Peripheral Manufacturing  
Contacts:  
Head of Sales: Eric Santos  
Head of Customer Service: Ed Delaney  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 15

**CYBER DATA CORP.**  
2611 Garden Road  
Monterey, CA 93940  
(408) 373-2601  
Major Markets: Computer, Peripheral Manufacturing, OEM (Peripheral/Terminal), Software, House  
Target Industries: Retail  
Target Applications: POS  
Net Sales: \$0 Million - \$10 Million (1982)  
Contacts:  
Head of Sales: Lester Albert  
Head of Engineering: W. Gralve  
Head of Customer Service: H. Ghy  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 25

**CYBERSYSTEMS, INC.**  
7540 E. Memorial Pkwy.  
Huntsville, AL 35892  
(205) 880-4410  
Major Markets: Component, Computer Manufacturing, OEM (Computer System)  
Target Industries: OEM, Manufacturing  
Target Applications: Machine Control, Industrial Monitoring, Factory Auto, Process Control  
Net Sales: \$0.00 Million - \$1 Million (1982)  
Contacts:  
Head of Sales: L. Michael Long  
Head of Customer Service: Alan Graves  
Geographic Coverage: National  
Year Established: 1974  
Number of Employees: 35

**CYS SYSTEMS, INC.**  
4446 Highway 290 E.  
Suite D100  
Austin, TX 78723  
(512) 458-2234

Major Markets: Computer Manufacturing  
Target Industries: OEM  
Contacts:  
Head of Sales: Mark Elsworth  
Head of Software: John Osborne  
Head of Engineering: Brad Benton  
Head of Customer Service: Warren Hunt  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 40

**CYTHIA PERIPHERAL CORP.**  
766 San Aliso Ave.  
Sunnyvale, CA 94086  
(408) 745-0265  
Major Markets: Peripheral Manufacturing  
Target Industries: OEM  
Net Sales: \$10 Million - \$15 Million (1982)  
Contacts:  
Head of Sales: George Thor  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 20

**DAVEY SYSTEMS HOLLAND**  
c/o Lullington Marketing Communications, Inc.  
2428 Hawthorne Blvd.  
P.O. Box 1010  
Torrance, CA 90505  
(213) 373-5627  
Major Markets: Peripheral Manufacturing  
Contacts:  
Head of Sales: Thomas F. Sheahan  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 15

**DAVEY SYSTEMS CORP.**  
138 Kilb Court  
Sunnyvale, CA 94086  
(408) 773-9111  
Major Markets: Computer Manufacturing, OEM (Computer System), Software House, Dealer/Distributor, Maintenance/Other Services  
Target Industries: Engineering  
Target Applications: CAE  
Net Sales: \$15 Million - \$20 Million (1982)  
Contacts:  
Head of Sales: Harvey Jones  
Head of Software: Mick Westhoff  
Head of Engineering: Pam Barn  
Head of Customer Service: David Storm  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 300

**DATACOPY CORP.**  
1215 Terra Bella Ave.  
Mountain View, CA 94043  
(415) 955-7000  
Major Markets: Computer, Peripheral Manufacturing  
Contacts:  
Head of Sales: Charles Joseph  
Geographic Coverage: International  
Year Established: 1973  
Number of Employees: 82

**DATA DESIGN LOGIC SYSTEMS, INC.**  
4800 Penning Hwy. Dr.

Santa Clara, CA 95054  
(408) 988-7722  
Major Markets: Peripheral Manufacturing  
Target Industries: Scientific Engineering, Architecture  
Target Applications: CAD  
Contacts:  
Head of Sales: George A. McDonald  
Head of Engineering/Customer Service: James E. Howard  
Geographic Coverage: International  
Year Established: 1968  
Number of Employees: 200

**DATA ELECTRONICS, INC.**  
10150 Somero Valley Road  
San Diego, CA 92121  
(619) 450-7540  
Major Markets: Peripheral Manufacturing  
Contacts:  
Head of Sales/Software: Ken Cruden  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 400

**DATA GENERAL CORP.**  
3800 Computer Dr.  
Westboro, MA 01580  
(617) 358-8511  
Major Markets: Component, Computer, Terminal, Peripheral, Office Equipment Manufacturing, Software House, Maintenance/Other Services  
Target Industries: Technical Services, CA, Small Business  
Target Applications: Accounting, Inventory Control, Payroll, Order Entry  
Net Sales: More than \$100 Million (1982)  
Contacts:  
Head of Sales: Peter Mink  
Head of Software: John Crawford  
Head of Engineering: Agnes Ingham  
Geographic Coverage: International  
Year Established: 1966  
Number of Employees: 17,000

**DATA GENERAL CORP.**  
Technical Products Div.  
4420 Computer Dr.  
Westboro, MA 01580  
(617) 358-8511  
Major Markets: Computer, Terminal, Peripheral Manufacturing, Software House, Maintenance/Other Services  
Target Industries: Medical, Government, Military, Scientific  
Target Applications: CAD/CAM, CAE, Electronic Imaging, Process/Manufacturing Control  
Net Sales: More than \$100 Million (1982)  
Contacts:  
Head of Sales: James R. Neumann  
Head of Software: Frank M. Kearney  
Geographic Coverage: International  
Year Established: 1968  
Number of Employees: 1,500

**DATA GENERAL CORP.**  
Information Systems Division  
4420 Computer Dr.  
Westboro, MA 01580  
(617) 358-8511

## Vendors

**Major Markets:** Component, Computer, Peripheral, Communications Equipment Manufacturing, Software House, Data Services (Service Bureau), Maintenance/Other Services  
**Target Industries:** Fortune 1000, Fortune 500  
**Target Applications:** Office Automation, Industrial Automation  
**Net Sales:** More than \$100 million (1983)  
**Contacts:**  
 Head of Sales: Dave Lyons  
 Head of Software: Jim Hertz  
 Head of Engineering: Al Scott  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 15,000

**INTERNATIONAL PERIPHERALS**  
 430 Laramie Dr.  
 Sunnyvale, CA 94086  
 (408) 720-0800  
**Major Markets:** Component, Computer, Peripheral Manufacturing, OEM (Peripherals/Terminals)  
**Target Industries:** OEM, Dealer/Distributor, Systems Houses  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales/Software: Evan Tivono  
 Head of Customer Service: Fletcher Stein  
**Geographic Coverage:** International  
**Year Established:** 1960  
**Number of Employees:** 100

**DATAFLEX**  
 1865 Pratt Blvd.  
 Elkhart, IN 46515  
 (219) 981-4200  
**Major Markets:** Computer Manufacturing, Terminal, and Peripheral Manufacturing, OEM (Computer Systems), Software House, Maintenance/Other Services  
**Target Industries:** Video Users  
**Target Applications:** Animation, Video Graphics  
**Contacts:**  
 Head of Sales: Stuart Tarnish  
 Head of Software: Justin Crowley  
 Head of Customer Service: Rick Chen  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 10

**DATAMARK CORP.**  
 7421 Central Highway  
 Paramus, NY 07656  
 (201) 867-5400  
**Major Markets:** Computer, Terminal Manufacturing, OEM (Peripherals/Terminals), Software House (Commercial OEM)  
**Net Sales:** \$5 Million - \$25 Million (1981)  
**Contacts:**  
 Head of Sales/Software: John Powell  
 Head of Customer Service: Fred Harzo  
**Geographic Coverage:** International  
**Year Established:** 1963  
**Number of Employees:** 250

**DATAPOINT CORP.**  
 8125 Dargatzis Dr.  
 San Antonio, TX 78284  
 (512) 895-1000  
**Major Markets:** Computer, Peripheral, Communications Equipment, Office Equipment Manufacturing, Maintenance/Other Services, Scientific, Government  
**Target Industries:** General Business, Scientific, Government  
**Target Applications:** DDP, WP, CA, Electronic Message  
**Net Sales:** More than \$100 Million (1983)  
**Contacts:**  
 Head of Software: David Holland  
 Head of Engineering: David Ruberg  
 Head of Customer Service: Victor Poir  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 8,800

**DATA PRINTER CORP.**  
 16 Madison St.  
 Malden, MA 02148  
 (617) 321-2400  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM, Distribution  
**Net Sales:** \$20 Million - \$100 Million (1981)  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 400

**DATAPRODUCTS CORP.**  
 2030 Canoga Ave.  
 P.O. Box 1148  
 Woodland Hills, CA 91365  
 (818) 887-8000  
**Major Markets:** Terminal, Peripheral Manufacturing  
**Net Sales:** More than \$100 Million (1982)  
**Contacts:**  
 Head of Sales: John Herber  
 Head of Customer Service: Clifford Jones  
**Geographic Coverage:** International  
**Year Established:** 1962  
**Number of Employees:** 4,500

**DATAPRODUCTS NEW ENGLAND, INC.**  
 Barnes Park N.  
 Wallingford, CT 06492  
 (203) 265-7151  
**Major Markets:** Terminal, Peripheral Manufacturing, OEM (Computer Systems)  
**Target Industries:** Military, Government  
**Contacts:**  
 Head of Sales: Joe Flaherty  
 Head of Software: Tom Meyers  
 Head of Engineering: Bob Ferris  
 Head of Customer Service: Howard Galey  
**Geographic Coverage:** International  
**Year Established:** 1961  
**Number of Employees:** 550

**DATASAR CORP.**  
 Princeton Road  
 Carbury, NJ 08512  
 (609) 750-0071  
**Major Markets:** Component,

Computer, Peripheral Manufacturing, OEM (Computer Systems)  
**Target Industries:** Manufacturing  
**Contacts:**  
 Head of Sales: Peter Freeman  
 Head of Customer Service: Brian Hastings  
**Geographic Coverage:** International  
**Year Established:** 1967  
**Number of Employees:** 250

**DATASOUTH COMPUTER**  
 P.O. Box 240847  
 Charlotte, NC 28224  
 (704) 523-8500  
**Major Markets:** Component, Peripheral Manufacturing  
**Target Industries:** Distribution, OEM  
**Net Sales:** \$15 Million - \$20 Million (1983)  
**Contacts:**  
 Head of Sales/Software: Donald Shortman  
 Head of Engineering: Dean Cox  
 Head of Customer Service: George Bruch  
**Geographic Coverage:** International  
**Year Established:** 1960  
**Number of Employees:** 100

**DATA SPECIALTIES, INC.**  
 3455 Commercial Ave.  
 Norwalk, CT 06852  
 (203) 594-1800  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Industrial, ISO  
**Target Applications:** Bar Codes, OCR  
**Net Sales:** \$5 Million - \$10 Million (1982)  
**Contacts:**  
 Head of Sales: John H. Kindsvater Jr.  
 Head of Customer Service: Gary Cline  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 100

**DATATECHNOLOGIES INDUSTRIES**  
 701 McCormick St.  
 San Leandro, CA 94577  
 (415) 636-1206  
**Major Markets:** Computer Manufacturing, Software House, Systems House (Commercial OEM), Dealer/Distributor, Distribution  
**Target Industries:** Banking, OEM, Government  
**Target Applications:** Accounting, WP, Forecasting  
**Contacts:**  
 Head of Sales/Software: Jeff O. Clayton  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 30

**DATA TECHNOLOGY CORP.**  
 2775 Northwestern Pkwy.  
 Santa Clara, CA 95051  
 (408) 496-2434  
**Major Markets:** Component, Peripheral Manufacturing, Maintenance/Other Services  
**Target Industries:** Manufacturing  
**Contacts:**  
 Head of Sales/Software: Mike Kirby  
 Head of Customer Service: Lloyd Elmer  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 180

**DATA TECHNOLOGY, INC.**  
 4181  
 Woburn, MA 01801  
 (617) 393-8820  
**Major Markets:** Peripheral Manufacturing, OEM (Computer Systems), OEM (Peripherals/Terminals), Maintenance/Other Services  
**Target Industries:** Cartography, Footwear, Photogrammetry  
**Target Applications:** Surveying  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales/Software: Donald Shortman  
 Head of Engineering: Dean Cox  
 Head of Customer Service: George Bruch  
**Geographic Coverage:** International  
**Year Established:** 1960  
**Number of Employees:** 100

**DATA TERMINALS & COMMUNICATIONS**  
 830 Division St.  
 Cambridge, CA 95008  
 (408) 378-1112  
**Major Markets:** Terminal Manufacturing  
**Contacts:**  
 Head of Sales: Mark Bell  
**Geographic Coverage:** National  
**Year Established:** 1968  
**Number of Employees:** 63

**DATA TOOLS INTERNATIONAL, INC.**  
 5470 N.W. Ironwood Place  
 Sunnyvale, CA 95050  
 (408) 545-4004  
**Major Markets:** Communications Equipment Manufacturing  
**Target Industries:** OEM, Distributors  
**Net Sales:** Less than \$100,000 (1983)  
**Contacts:**  
 Head of Sales: Don Dunstan  
 Head of Customer Service: Jeff Gilbert  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 5

**DATIVE CORP.**  
 225 Technology Park  
 Norcross, GA 30092  
 (404) 449-5961  
**Major Markets:** Computer Manufacturing, OEM (Computer Systems)  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: John Adams  
 Head of Software: John Adams  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 20

**DATVAC, INC.**  
 2860 S. Cottle Dr.  
 Suite 211A  
 Sunnyvale, CA 95051  
 (408) 735-0071  
**Major Markets:** Component,

Computer, Peripheral Manufacturing, OEM (Computer Systems)  
**Target Industries:** Manufacturing  
**Contacts:**  
 Head of Sales: Peter Freeman  
 Head of Customer Service: Brian Hastings  
**Geographic Coverage:** International  
**Year Established:** 1967  
**Number of Employees:** 250

**DATASOUTH COMPUTER**  
 P.O. Box 240847  
 Charlotte, NC 28224  
 (704) 523-8500  
**Major Markets:** Component, Peripheral Manufacturing  
**Target Industries:** Distribution, OEM  
**Net Sales:** \$15 Million - \$20 Million (1983)  
**Contacts:**  
 Head of Sales/Software: Donald Shortman  
 Head of Engineering: Dean Cox  
 Head of Customer Service: George Bruch  
**Geographic Coverage:** International  
**Year Established:** 1960  
**Number of Employees:** 100

**DATA SPECIALTIES, INC.**  
 3455 Commercial Ave.  
 Norwalk, CT 06852  
 (203) 594-1800  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Industrial, ISO  
**Target Applications:** Bar Codes, OCR  
**Net Sales:** \$5 Million - \$10 Million (1982)  
**Contacts:**  
 Head of Sales: John H. Kindsvater Jr.  
 Head of Customer Service: Gary Cline  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 100

**DATATECHNOLOGIES INDUSTRIES**  
 701 McCormick St.  
 San Leandro, CA 94577  
 (415) 636-1206  
**Major Markets:** Computer Manufacturing, Software House, Systems House (Commercial OEM), Dealer/Distributor, Distribution  
**Target Industries:** Banking, OEM, Government  
**Target Applications:** Accounting, WP, Forecasting  
**Contacts:**  
 Head of Sales/Software: Jeff O. Clayton  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 30

**DATA TECHNOLOGY CORP.**  
 2775 Northwestern Pkwy.  
 Santa Clara, CA 95051  
 (408) 496-2434  
**Major Markets:** Component, Peripheral Manufacturing, Maintenance/Other Services  
**Target Industries:** Manufacturing  
**Contacts:**  
 Head of Sales/Software: Mike Kirby  
 Head of Customer Service: Lloyd Elmer  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 180

**DATA TECHNOLOGY, INC.**  
 4181  
 Woburn, MA 01801  
 (617) 393-8820  
**Major Markets:** Peripheral Manufacturing, OEM (Computer Systems), OEM (Peripherals/Terminals), Maintenance/Other Services  
**Target Industries:** Cartography, Footwear, Photogrammetry  
**Target Applications:** Surveying  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales/Software: Donald Shortman  
 Head of Engineering: Dean Cox  
 Head of Customer Service: George Bruch  
**Geographic Coverage:** International  
**Year Established:** 1960  
**Number of Employees:** 100

**DATA TERMINALS & COMMUNICATIONS**  
 830 Division St.  
 Cambridge, CA 95008  
 (408) 378-1112  
**Major Markets:** Terminal Manufacturing  
**Contacts:**  
 Head of Sales: Mark Bell  
**Geographic Coverage:** National  
**Year Established:** 1968  
**Number of Employees:** 63

**DATA TOOLS INTERNATIONAL, INC.**  
 5470 N.W. Ironwood Place  
 Sunnyvale, CA 95050  
 (408) 545-4004  
**Major Markets:** Communications Equipment Manufacturing  
**Target Industries:** OEM, Distributors  
**Net Sales:** Less than \$100,000 (1983)  
**Contacts:**  
 Head of Sales: Don Dunstan  
 Head of Customer Service: Jeff Gilbert  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 5

**DATIVE CORP.**  
 225 Technology Park  
 Norcross, GA 30092  
 (404) 449-5961  
**Major Markets:** Computer Manufacturing, OEM (Computer Systems)  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: John Adams  
 Head of Software: John Adams  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 20

**DATVAC, INC.**  
 2860 S. Cottle Dr.  
 Suite 211A  
 Sunnyvale, CA 95051  
 (408) 735-0071  
**Major Markets:** Component,

## Vendors

P.O. Box 1988  
Colorado Springs, CO 80905  
(303) 579-0189  
Major Markets: Computer  
Manufacturing  
Target Industries: Manufacturing,  
Utilities  
Target Applications: Inventory  
Control, Data Collection  
Contact:  
Head of Customer Service: Neil  
Hones  
Geographic Coverage: International  
Year Established: 1983  
Number of Employees: 15

**BATHSON**  
200 Devon Plaza  
105 S. Ave.  
P.O. Box 498  
Lake Oswego, OR 97034  
(503) 525-7571  
Major Markets: Computer  
Peripheral Manufacturing, OEM  
(Computer Systems)  
Target Industries: Manufacturing  
Target Applications: Process  
Control  
Contact:  
Head of Sales: Pat Riley  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 40

**BAVCO COMPUTER, INC.**  
U.S.A.  
1881 Kaiser Ave.  
Irvine, CA 92714  
(714) 995-1717  
Major Markets: Computer  
Manufacturing  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 7

**BAVCO CORP.**  
1951 Colony St.  
Suite 3  
Mountain View, CA 94043  
(415) 954-9457  
Major Markets: Computer  
Manufacturing, OEM (Computer  
Systems)  
Target Industries: OEM  
Distributors  
Net Sales: \$100,000 - \$500,000  
(1983)  
Contact:  
Head of Sales/Software: Don French  
Head of Customer Service:  
Alexander Frances  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 5

**BAVCO SYSTEMS, INC.**  
217 Horrocks Court  
Sunnyvale, CA 94088  
(408) 734-4300  
Major Markets: Peripheral  
Manufacturing  
Target Industries: Retail  
Contact:  
Head of Sales: Chuck Dewey  
Head of Software: Alan Scoville  
Head of Engineering: Tim Lundberg  
Head of Customer Service: R. Apt  
Geographic Coverage: International  
Year Established: 1981

Number of Employees: 200  
**B.S.S. INTERNATIONAL, INC.**  
Vash Road & Park Dr  
P.O. Box 425  
Monroeville, PA 15106  
(215) 628-4812  
Major Markets: Computer  
Manufacturing  
Contact:  
Head of Sales: Ralph Mahoney  
Head of Software: Les McCoun  
Head of Engineering/Customer  
Service: Richard Williams  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 25

**BECKER DATA COMPUTER  
CORP.**  
100 Wilson Road  
Horseshoe, PA 19044  
(800) 523-6307  
Major Markets: Peripheral  
Manufacturing, Maintenance/Other  
Services  
Target Industries: IBM Replacement  
Net Sales: \$50 Million - \$75 Million  
(1982)  
Contact:  
Head of Sales: Michael Brody  
Geographic Coverage: International  
Year Established: 1965  
Number of Employees: 1,200

**BELTA DATA SYSTEMS CORP.**  
Federal Systems Group  
1785 Business Center Dr  
Reston, VA 22090  
(703) 542-7620  
Major Markets: Component  
Computer Manufacturing, Software  
Houses  
Target Industries: Government  
Geographic Coverage: International  
**BERNARD MANUFACTURING  
CO.**  
300 Howard St.  
Framingham, MA 01701  
(617) 879-0511  
Major Markets: Peripheral  
Manufacturing, OEM (Computer  
Systems), OEM (Peripheral  
Terminals), Miscellaneous Computer  
Supplies  
Target Industries: Industrial  
Net Sales: More than \$100 Million  
(1982)  
Contact:  
Head of Sales: Paul N. Kraus  
Head of Software: Cassi Costello  
Head of Customer Service: Henry R.  
Lewis  
Geographic Coverage: International  
Year Established: 1947  
Number of Employees: 1,300

**BIRLO SYSTEMS, INC.**  
801 Page Road  
P.O. Box 5020  
Torrance, CA 90508  
(415) 496-7000  
Major Markets: Peripheral  
Manufacturing, Miscellaneous  
Computer Supplies  
Contact:  
Head of Sales: Paul Shapiro

Geographic Coverage: International  
Year Established: 1970  
Number of Employees: 1,700  
**BUAN CONTROLS, INC.**  
944 Dorchester Ave.  
Boston, MA 02125  
(617) 286-7700  
Major Markets: Computer, Terminal  
Manufacturing, OEM (Computer  
Systems), OEM (Peripheral  
Terminals)  
Target Industries: Transportation,  
Finance, Entertainment, Automotive  
Net Sales: \$1 Million - \$5 Million  
(1983)  
Contact:  
Head of Software: C. S. Acknowled  
Geographic Coverage: International  
Year Established: 1958  
Number of Employees: 100

**BUNCO INDUSTRIES**  
473 Macara Ave. No. 705  
Sunnyvale, CA 94088  
(408) 735-1080  
Major Markets: Peripheral  
Manufacturing, OEM (Computer  
Systems), OEM (Peripheral  
Terminals), Systems House  
(Commercial OEM)  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 20

**BUCKPHONE CORP.**  
130 Old Road Road  
Rye, NY 10580  
(914) 887-7200  
Major Markets: Terminal, Peripheral,  
Office Equipment Manufacturing,  
OEM (Peripheral-Terminals)  
Target Industries: Medical,  
Insurance, Banking, Legal  
Target Applications: Decision  
Equipment, Word Processor  
Net Sales: More than \$100 Million  
(1982)  
Contact:  
Head of Sales: Vernon C. Jordon Jr.  
Head of Software: John G. Lindroth  
Geographic Coverage: International  
Year Established: 1920  
Number of Employees: 7,500

**BUSSCOMP RESEARCH CORP.**  
Terrace Hill  
Irvine, CA 92714  
(914) 973-5000  
Major Markets: Computer,  
Peripheral Manufacturing  
Target Industries: Government,  
Military  
Net Sales: \$500,000 - \$1 Million  
(1983)  
Contact:  
Head of Sales/Software: Jeff Cox  
Head of Engineering: Jim Stone  
Head of Customer Service: Dean  
Edstrom  
Geographic Coverage: National  
Year Established: 1975  
Number of Employees: 25

**BUS-BATA CORP.**  
3540 Dorsey Run Road  
Jenney, MD 20794

(201) 498-0200  
Major Markets: Peripheral  
Manufacturing  
Target Industries: OEM  
Contact:  
Head of Sales: Alan R. Grane  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 80

**DIGITAL ASSOCIATE CORP.**  
1039 E. Main St.  
Stamford, CT 06902  
(203) 367-8219  
Major Markets: Communications  
Equipment Manufacturing, OEM  
(Peripheral-Terminals), Systems  
House (Commercial OEM),  
Maintenance/Other Services,  
Miscellaneous Computer Supplies,  
Remote Line Printer Systems  
Target Industries: Systems  
Integration, Banking, Education, End  
Users  
Target Applications: Remote Line  
Printers  
Net Sales: \$5 Million - \$10 Million  
(1983)  
Contact:

Head of Sales: Wayne Johnson  
Head of Software: Robert Price  
Head of Engineering: W. Roche  
Geographic Coverage: National  
Year Established: 1971  
Number of Employees: 40

**DIGITAL EQUIPMENT CORP.**  
148 Main St.  
Maynard, MA 01754  
(617) 887-5111  
Major Markets: Component,  
Computer, Terminal, Peripheral,  
Communications Equipment, Office  
Equipment Manufacturing, Software  
Houses, Retail Store, Mail Order,  
Maintenance/Other Services,  
Miscellaneous Computer Supplies  
Net Sales: More than \$100 Million  
(1982)  
Contact:  
Head of Software: John J. Shields  
Contact:  
Head of Software: John F. Swett  
Geographic Coverage: International  
Year Established: 1957  
Number of Employees: 79,500

**DIGITAL LABORATORIES, INC.**  
600 Pleasant St.  
Westborough, MA 02712  
(617) 854-1080  
Major Markets: Peripheral,  
Communications Equipment  
Manufacturing, Maintenance/Other  
Services  
Target Applications:  
Communications  
Contact:  
Head of Sales: W. Kahn  
Head of Software: Mark Fero  
Head of Engineering: Phil Krasitz  
Geographic Coverage: Regional  
Year Established: 1971  
Number of Employees: 12

**DIGITAL MATHEX**  
105 Filly St.  
Norwalk, CT 06802  
(203) 242-3048

## Vendors

**Major Markets:** OEM (Computer Systems), Software House, Systems House (Commercial OEM)  
**Target Industries:** Transportation, Retail, Manufacturing  
**Target Applications:** Cash, Forwarding, Process Control, Pilepile Control, POS  
**Geographic Coverage:** National  
**Year Established:** 1981

**DIGITAL MICROSYSTEMS, INC. (DMIS)**  
 1940 Embarcadero  
 Oakland, CA 94606  
 (415) 281-1024

**Major Markets:** Computer Manufacturing  
**Target Industries:** ISO, OEM, Fortuna 1000  
**Target Applications:** Office Automation, MRP  
**Contacts:**  
 Head of Software: Jim Massey  
 Head of Customer Service: Joseph Dunne  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 200

**DIGITAL PATHWAYS, INC.**  
 1080 E. Meadows Circle  
 Palo Alto, CA 94303  
 (415) 493-3544

**Major Markets:** Computer Manufacturing/Peripheral (Computer Systems)  
**Target Applications:** Time Clocking, Computer Monitoring, Communication Security  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**

Head of Sales/Software: Bob Levin  
 Head of Customer Service: Dan Samuel  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 50

**DIXON SYSTEMS, INC.**  
 5007 16th Ave.  
 Brooklyn, NY 11204  
 (212) 436-3777

**Major Markets:** Computer Manufacturing/OEM (Computer Systems), Software House, Systems House (Commercial OEM)  
**Target Industries:** Manufacturing, Standard Business Equipment, Professional Market, Rental Management  
**Target Applications:** Invoicing, Payroll, Computer-Aided Design and Computer-Aided Manufacturing  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**

Head of Sales: Abraham Miller  
 Head of Software: Abraham Miller  
 Head of Engineering: Lester Polach  
 Head of Customer Service: Milton Spruner  
**Geographic Coverage:** National  
**Year Established:** 1976  
**Number of Employees:** 30

### DMTSC

318 Woodley Road  
 Dayton, OH 45403  
 (513) 254-4261  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Industrial  
**Target Applications:** Control, Monitoring  
**Contacts:**  
 Head of Sales: Chris Fiebig  
 Head of Software: Peter Huelst  
 Head of Customer Service: Al Ament  
**Geographic Coverage:** International  
**Year Established:** 1958  
**Number of Employees:** 100

**DMIST, INC.**  
 4201 Burton Dr.  
 Santa Clara, CA 95054  
 (408) 580-1414  
**Major Markets:** Computer, Terminal Manufacturing  
**Target Industries:** OEM, Fortune 100  
**Net Sales:** \$20 Million - \$30 Million (1982)  
**Contacts:**

Head of Sales: Homer Jamison  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 100

**DSO TECH, ONE**  
 640 Ward Dr.  
 Santa Barbara, CA 93111  
 (805) 944-3335  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Small Business  
**Target Applications:** General Business  
**Year Established:** 1982  
**Number of Employees:** 35

**DSCTRON, INC.**  
 1701 McCarthy Blvd.  
 Milpitas, CA 95035  
 (408) 946-6982  
**Major Markets:** Component, Peripheral Manufacturing  
**Target Industries:** Small Business  
**Target Applications:** Small Business, WP  
**Contacts:**  
 Head of Sales: Scott Hapworth  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 190

**DISPLAY DATA CORP.**  
 Executive Plaza IV  
 Hunt Valley, MD 21031  
 (800) 636-1100  
**Major Markets:** Computer Manufacturing/OEM (Computer Systems), OEM (Peripheral, Terminal), Software House, Maintenance/Other Services  
**Target Industries:** Auto, Trucking, Agriculture, Soft Drinks  
**Target Applications:** Accounting, Inventory, Route Distribution, Vending Machine Control  
**Net Sales:** \$25 Million - \$100 Million (1981)  
**Contacts:**  
 Head of Customer Service: David Sykes  
**Geographic Coverage:** National  
**Year Established:** 1973

### Number of Employees: 500

**DSIA SYSTEMS CORP.**  
 601 Pine Ave.  
 Goleta, CA 93117  
 (805) 655-2811  
**Major Markets:** Peripheral Manufacturing  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 193

**DSI MICRO PRODUCTS, INC.**  
 3702 N. Wells St.  
 Fort Wayne, IN 46808  
 (219) 485-4414  
**Major Markets:** Component, Computer Manufacturing, Software House, Retail Store, Distributor, Mail Order, Dealer, Maintenance/Other Services  
**Target Industries:** Manufacturing, Professional  
**Net Sales:** \$500,000 - \$1 Million (1981)  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 10

**DSIVET, OLIVETTI CORP.**  
 Office Products  
 P.O. Box 22306  
 Dallas, TX 75222  
 (214) 258-5475  
**Major Markets:** Computer, Terminal, Peripheral, Communications  
**Equipment Manufacturing:**  
**Dealer/Distributor:** Distributor, Maintenance/Other Services  
**Target Industries:** Professional, General Business  
**Target Applications:** CA, General Accounting  
**Geographic Coverage:** International  
**Year Established:** 1962  
**Number of Employees:** 50

**DP BUSINESS SYSTEMS, INC.**  
 111 El Monte Way  
 Concord, CA 94519  
 (415) 680-0215  
**Major Markets:** Computer, Peripheral Manufacturing, OEM (Peripheral, Terminal)  
**Target Industries:** Photographic  
**Target Applications:** Production Control, Production Management, Accounting  
**Contacts:**  
 Head of Sales: William Reinhard  
 Head of Customer Service: Simon Shapiro  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 5

**DP - YEX, INC.**  
 245 N. Hydraulic  
 Walnut, CA 91794  
 (310) 299-3214  
**Major Markets:** OEM (Peripheral-Terminal)  
**Target Industries:** Dispositon  
**Net Sales:** \$100,000 - \$500,000 (1982)  
**Contacts:**  
 Head of Sales: Allen J. Lister  
 Head of Customer Service: Wayne Strickum

**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 5

**DRAGON INDUSTRIES, INC.**  
 15 Grove St.  
 Hingham, MA 01948  
 (617) 435-8441  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Fortune 1500  
**Contacts:**  
 Head of Sales/Software: Michael Gendron  
**Geographic Coverage:** National  
**Year Established:** 1963  
**Number of Employees:** 7

**DSIVET, INC.**  
 P.O. Box 24829  
 Dallas, TX 75224  
 (214) 366-1053  
**Major Markets:** Component Manufacturing, OEM (Peripheral-Terminal)  
**Contacts:**  
 Head of Sales: Bob Cottle  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 12

**DSIVETEC, INC.**  
 2142 Bering Dr.  
 San Jose, CA 95131  
 (408) 942-1515  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Target Applications:** Small Business Systems  
**Contacts:**  
 Head of Sales/Software: Robert Marini  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 100

**DSIAL SYSTEMS CORP.**  
 2530 San Pablo  
 Berkeley, CA 94702  
 (415) 546-3900  
**Major Markets:** Computer, Peripheral Manufacturing, Maintenance/Other Services  
**Target Industries:** College Science, OEM, Mail Order/Distributors  
**Target Applications:** Product Development  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
 Head of Software: David de Lappe  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 20

**DUNAND SYSTEMS, INC.**  
 3009 N. First St.  
 San Jose, CA 95134  
 (408) 545-5000  
**Major Markets:** Computer, Peripheral Manufacturing, Software House  
**Target Industries:** Insurance  
**Contacts:**  
 Head of Sales: \$10 Million - \$15 Million (1982)  
**Contacts:**  
 Head of Software: Barry Dearborn



## Vendors

Head of Engineering: Angela Lun  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 175

### SYLIS CORP.

8501 Ridgehaven Court  
San Diego, CA 92123  
(619) 292-5584  
Major Markets: Component  
Manufacturing; OEM (Peripherals-  
Terminals); Maintenance/Other  
Services  
Target Industries: Engineering,  
Commercial, Government  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 25

### SYNASTO

821 Cottingham Dr.  
Mojave, CA 93505  
(408) 252-1221  
Major Markets: Computer  
Manufacturing; Systems House  
(Commercial OEM)  
Net Sales: \$5 Million - \$25 Million  
(1981)  
Contacts:  
Head of Sales: Bill Petter  
Head of Engineering: Jerry Keenan  
Head of Customer Service: Ed  
Furne  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 100

### SYNAX

2998 Sander Blvd.  
Red, CA 92021  
(213) 262-7121  
Major Markets: Distributor  
Target Industries: Computer  
Distributors  
Contacts:  
Head of Customer Service: Ken  
Bussey  
Year Established: 1980  
Number of Employees: 40

### TABLE COMPUTER, INC.

883 University Ave.  
Los Gatos, CA 95030  
(408) 350-4200  
Major Markets: Computer  
Manufacturing  
Target Industries: Small Business  
Net Sales: \$5 Million - \$10 Million  
(1981)  
Contacts:  
Head of Sales/Software: John Brown  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 250

### TATON PRINTER PRODUCTS

Technical Research Park  
Riverton, WY 82501  
(207) 855-4821  
Major Markets: OEM (Peripherals-  
Terminals)  
Target Industries: Communications;  
Banking  
Net Sales: \$10 Million - \$15 Million  
(1983)  
Contacts:

Head of Sales: Roger Pletym  
Head of Customer Service: Jerry  
Sporling  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 150

### TECHNOLOGICAL SYSTEMS

1 Clear Spring  
Ft. Valley, CA 92715  
(714) 555-0755  
Major Markets: Computer  
Manufacturing  
Target Applications: R&D  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 16

### TEN ELECTRONICS

2699 E. 28th St.  
Suite 418  
Signal Hill, CA 90806  
(213) 428-3327  
Major Markets: Computer  
Manufacturing; OEM (Computer  
Systems); Systems House  
(Commercial OEM)  
Target Industries: Electronic;  
Power; Telecommunications  
Net Sales: \$500,000 - \$1 Million  
(1983)  
Contacts:  
Head of Sales/Software: Dr. Claude  
Lingquist  
Head of Customer Service: Howard  
Corberg  
Geographic Coverage: National  
Year Established: 1977  
Number of Employees: 5

### TECH RESEARCH, INC.

320 5th Ave.  
Pittsburg, CA 95958  
(916) 471-0880  
Major Markets: Peripherals  
Manufacturing; Distributor  
Contacts:  
Head of Sales: John E. Hanley  
Head of Software: Brian Cohen  
Head of Engineering: Elizabeth  
Hutchinson  
Head of Customer Service: Anthony  
Hosier  
Geographic Coverage: National  
Year Established: 1979  
Number of Employees: 50

### ELECTRO DESIGN, INC.

880 Rancheros Dr.  
San Marcos, CA 92069  
(619) 471-0880  
Major Markets: Computer  
Manufacturing  
Target Industries: Mass Marketing  
Contacts:  
Head of Sales: Bob Baustine  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 50

### ELECTRO-DESIGN, INC.

880 Rancheros Dr.  
San Marcos, CA 92069  
(619) 471-0880  
Major Markets: Peripherals  
Manufacturing; OEM (Peripherals-  
Terminals)

Net Sales: \$100,000 - \$200,000  
(1983)  
Contacts:

Head of Sales: Bob Baustine  
Head of Customer Service: John  
Folmer  
Geographic Coverage: National  
Year Established: 1982  
Number of Employees: 10

### ELECTRONIC CONTROL

TECHNOLOGY, INC.  
18 Cottage St.  
Bridgewater Heights, NJ 07822  
(201) 886-8080  
Major Markets: Computer  
Manufacturing; Maintenance/Other  
Services  
Target Industries: OEM  
Net Sales: \$100,000 - \$200,000  
(1982)  
Contacts:

Head of Sales: Vincent Dupre  
Geographic Coverage: National  
Year Established: 1975  
Number of Employees: 10

### ELECTRONIC PROCESSORS, INC.

1385 W. Delmar Blvd.  
Englewood, CO 80110  
(303) 781-8548  
Major Markets: Peripherals  
Manufacturing  
Net Sales: \$5 Million - \$10 Million  
(1982)  
Contacts:  
Head of Sales: Robert Derschlag  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 30

### E & L INSTRUMENTS

70 Fulton Terrace  
New Haven, CT 06508  
(203) 488-1131  
Major Markets: Computer  
Manufacturing; OEM (Computer  
Systems)  
Target Industries: Education  
Target Applications: Training  
Courses  
Head of Sales: Frank W. Grogono  
Head of Software: Richard  
Vukobrat  
Geographic Coverage: International  
Year Established: 1967  
Number of Employees: 50

### ELITE COMPUTER SYSTEMS

COOP.  
4129 May St.  
Walrus, CA 92706  
(714) 942-8519  
Major Markets: Computer  
Manufacturing; Peripherals  
Manufacturing; Systems House  
(Commercial OEM)  
Target Industries: High Technology  
Target Applications: Robotics,  
CAD/CAM, Artificial Intelligence,  
Process Control  
Net Sales: Less than \$100,000  
(1983)  
Contacts:  
Head of Sales: David Franco  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 15

### ELKORAPRO, INC.

105 Randolph Road  
San Diego, TN 37530  
(615) 482-4008  
Major Markets: Peripherals  
Manufacturing  
Target Industries: Manufacturing,  
Military, Postal  
Target Applications: Video  
Catalogs, Public Information  
Systems, Processing Control  
Net Sales: \$1 Million - \$5 Million  
(1983)  
Contacts:

Head of Sales: Robert Hight  
Head of Engineering: John E.  
Hahnke  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 75

### EMANAGEMENT

TECHNOLOGY, INC.  
20100 E. 3rd Ave. Prop.  
Suite 148  
Aurora, CO 80011  
(303) 390-3267  
Major Markets: Computer  
Manufacturing; OEM (Peripherals-  
Terminals)  
Target Industries: Sales  
Organizations  
Target Applications: Services,  
Representatives, Distributors  
Contacts:  
Head of Software/Engineering: Jerry  
Jefferson  
Head of Customer Service: Karen  
Merrill  
Geographic Coverage: National  
Year Established: 1982  
Number of Employees: 4

### ENTER COMPUTER, INC.

6881 Nancy Ridge Dr.  
Suite D  
San Diego, CA 92121  
(619) 452-5261  
Major Markets: Computer  
Peripherals Manufacturing; Software  
House; Systems House (Commercial  
OEM)  
Contacts:  
Head of Sales: Diane Della  
Head of Software: Robert Curtis  
Head of Customer Service: Richard  
Murray  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 55

### EVERGREEN

831 Rite Data Prop.  
San Jose, CA 95134  
(408) 948-8755  
Major Markets: Terminal, Peripherals  
Manufacturing  
Target Industries: OEM  
Target Applications: Graphics  
Contacts:  
Head of Sales: William Shores  
Head of Software: Jeff Lechner  
Geographic Coverage: National  
Year Established: 1981  
Number of Employees: 45

### EPSON, INC.

411 Providence Hwy  
Westwood, MA 02090

## Vendors

(817) 325-1500

**Major Markets:** Component, Peripheral Manufacturing, OEM (Computer Systems)  
**Target Industries:** Marine Electronics  
**Geographic Coverage:** International  
**Year Established:** 1959  
**Number of Employees:** 200

### EPSON AMERICA, INC.

2780 Lorita Blvd  
Torrance, CA 90505  
(213) 539-9140  
**Major Markets:** Component, Computer, Peripheral Manufacturing, OEM (Computer Systems), OEM (Peripherals-Terminals)  
**Target Industries:** Large Industry  
**Year Established:** 1982  
**Number of Employees:** 430

### EXCEL MANUFACTURING CO.

Exxon Industrial Park  
Essex, CT 06425  
(203) 767-8221  
**Major Markets:** Computer, Terminal Manufacturing  
**Target Industries:** Government, Retail, Food Processing, Industrial  
**Target Applications:** Data Acquisition, Custom  
**Net Sales:** \$5 million - \$10 million (1983)  
**Contacts:**  
Head of Sales: Bruce Jochen  
Head of Customer Service: Oliver Chelver  
**Geographic Coverage:** National  
**Year Established:** 1962  
**Number of Employees:** 95

### EXTENSION, INC.

8554 S. Redwood Court  
P.O. Box 488  
Lynchburg Heights, MD 21090  
(301) 636-5650  
**Major Markets:** Component Manufacturing, OEM (Computer Systems), Systems House  
**Target Industries:** Construction, Contractors  
**Net Sales:** \$10 million - \$15 million (1983)  
**Contacts:**  
Head of Sales: Pat Altman  
Head of Software: Dennis Schepner  
Head of Engineering: Gary Koenig  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 85

### ET COMPUTER SYSTEMS, INC.

8181 Broadway  
Larchmont, CA 92045  
(415) 466-1871  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Small Business  
**Geographic Coverage:** National  
**Year Established:** 1982

**Number of Employees:** 10

### EXECUTIVE PRESENTATION SYSTEMS CORP.

3554-A Peachtree Corners E.  
Norcross, GA 30092  
(404) 447-8401  
**Major Markets:** Component, Computer Manufacturing, OEM (Computer Systems), OEM (Peripherals-Terminals)  
**Target Industries:** Business Graphics  
**Year Established:** 1982  
**Number of Employees:** 23

### EXTEL CORP.

4090 Commercial Ave.  
Northbrook, IL 60062  
(312) 291-2500  
**Major Markets:** Terminal Manufacturing  
**Net Sales:** \$5 million - \$10 million (1981)  
**Contacts:**  
Head of Sales: Ashok Rice  
**Geographic Coverage:** International  
**Year Established:** 1964  
**Number of Employees:** 500

### EXXON ENTERPRISES

Exxon Office Systems Co.  
777 Long Ridge Road  
Stamford, CT 06902  
(203) 375-2000  
**Major Markets:** Peripheral, Office Equipment Manufacturing  
**Target Applications:** CA  
**Contacts:**  
Head of Sales: Douglas V. Burson  
Head of Software: Bruce Smith  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 3,000

### FACIT, INC.

235 Main Dunstable Road  
Needham, MA 02461  
(617) 883-4157  
**Major Markets:** Component, Terminal, Peripheral, Office Equipment Manufacturing  
**Geographic Coverage:** International  
**Year Established:** 1958  
**Number of Employees:** 200

### FALCON TECHNOLOGY

8444 S. 198th St.  
Suite T-101  
Kent, WA 98032  
(800) 732-2510  
**Major Markets:** Component, Peripheral Manufacturing  
**Target Industries:** Small Business  
**Geographic Coverage:** National  
**Year Established:** 1983  
**Number of Employees:** 12

### FINANCIAL BUSINESS

COMPUTING, INC.  
2540 S. State  
Salt Lake City, UT 84115  
(801) 485-7261

**Major Markets:** Computer Manufacturing, OEM (Peripherals-Terminals), Software House, Distributor  
**Target Industries:** Education, Municipal, Dental, Medical  
**Net Sales:** \$500,000 - \$1 million (1983)  
**Contacts:**  
Head of Sales: Richard Schrader  
**Geographic Coverage:** National  
**Year Established:** 1983  
**Number of Employees:** 15

### FIRST COMPUTER CORP.

841 Broadview Dr.  
Westmont, IL 60559  
(312) 520-1250  
**Major Markets:** Computer Manufacturing, Manufacturing Representatives, Distributors, Dealers  
**Target Industries:** Government, Education  
**Net Sales:** \$5 million - \$25 million (1981)  
**Contacts:**  
Head of Sales: Alan P. Parker  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 30

### FLORIDA COMPUTER

SHAPEDES  
1090 Sand Pond Road  
Lake Mary, FL 32746  
(305) 351-3000  
**Major Markets:** Computer, Peripheral Manufacturing, Special Systems Manufacturing  
**Target Industries:** OEM  
**Target Applications:** Graphics  
**Contacts:**  
Head of Sales: Jess Barber Sr.  
Head of Engineering: George Harpott  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 100

### FLORIDA DATA CORP.

800 D. John Rhodes Blvd.  
Melbourne, FL 32935  
(305) 258-4700  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Contacts:**  
Head of Sales: B. Winkspacht  
Head of Software: Peter Larnoe  
Head of Customer Service: Al Vogt  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 75

### FORNEY CORP.

2620 Inverness Road  
Westview Village, CA 91361  
(213) 951-8776  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** PC Owners, Small Business  
**Geographic Coverage:** International  
**Year Established:** 1983

### FORTE DATA SYSTEMS

2005 Ashburn Dr.  
San Jose, CA 95131  
(408) 945-8111  
**Major Markets:** Expansion Boards

**Contacts:**  
Head of Marketing: Brent Bakley  
**Year Established:** 1982  
**Number of Employees:** 30

### FORTE SYSTEMS

1611 Twin Dolphin Dr.  
Redwood City, CA 94065  
(415) 595-8444  
**Major Markets:** Computer Manufacturing, Software House  
**Target Industries:** Large Industry  
**Year Established:** 1981  
**Number of Employees:** 650

### FORWARD TECHNOLOGY

327 Convent Dr.  
San Jose, CA 95112  
(408) 571-6700  
**Major Markets:** Computer Manufacturing  
**Target Industries:** OEM  
**Year Established:** 1981  
**Number of Employees:** 30

### FOUR-PHASE SYSTEMS, INC.

10710 N. DeWitt Blvd.  
Cupertino, CA 95014  
(408) 255-5900  
**Major Markets:** Component, Computer, Terminal, Peripheral, Communications Equipment Manufacturing, OEM (Computer Systems), Systems House  
**Target Industries:** Commercial OEM, Maintenance/Other Services  
**Target Applications:** Manufacturing, Medical, Government, Business  
**Net Sales:** More than \$100 million (1983)  
**Contacts:**  
Head of Sales: Tony Yates  
Head of Engineering: Edward Vance  
**Geographic Coverage:** International  
**Year Established:** 1959  
**Number of Employees:** 3,200

### FOURTH DIMENSION SYSTEMS

1101 S. David Ave.  
Suite A 8 S  
Santa Ana, CA 92705  
(714) 835-4202  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Retail  
**Year Established:** 1959  
**Number of Employees:** 150

### FRANCOIS MARKING SYSTEMS

2400 N. Capital Dr.  
P.O. Box 16058  
San Jose, CA 95131  
(408) 945-8111  
**Major Markets:** Expansion Boards

## Vendors

### MINUTEMAN, WI 5215

(414) 444-9992  
Major Markets: OEM (Computer Systems), Data Services (Service Bureau), Manufacturing Representative, Distributor, Dealer, Broker, Direct Mail Service  
Target Industries: Printing  
Net Sales: \$1 Million - \$5 Million (1982)  
Contacts:  
Head of Sales/Engineering: Mark Reed  
Head of Software: Ed Brown  
Geographic Coverage: International  
Year Established: 1952  
Number of Employees: 85

**FRANKLIN COMPUTER CORP.**  
1070 Bush Memorial Highway  
Paramus, NY 07650  
(201) 488-2022  
Major Markets: Component, Computer, Peripheral Manufacturing  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 850

**FUJITSU AMERICA, INC.**  
2075 Oakmead Village Dr.  
Santa Clara, CA 95051  
(408) 727-4300  
Major Markets: Peripheral, Communications Equipment, Office Equipment Manufacturing, Dealer/Distributor  
Target Industries: Aerospace, Petrochemicals, Automotive, Medical  
Target Applications: Process Control, Flight Dynamics, Hydraulic, Drug Response  
Net Sales: More than \$100 million (1981)  
Contacts:  
Head of Sales: Norm Peterson  
Head of Software: Susan Costa  
Head of Engineering: Fred Silver  
Head of Customer Service: Ken Katsuhira  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 300

**FUJITSU MICROELECTRONICS, INC.**  
1000 Professional Way  
3350 Scott Blvd.  
Santa Clara, CA 95051  
(408) 980-0755  
Major Markets: Computer Manufacturing, OEM (Computer Systems)  
Contacts:  
Head of Sales: Tim Paret  
Head of Software: Michael Newman  
Year Established: 1982  
Number of Employees: 96

**GAVILAN COMPUTER CORP.**  
240 Hacienda Rd.  
Campbell, CA 95008  
(408) 378-8000  
Major Markets: Computer Manufacturing, Dealer/Distributor  
Target Industries: Insurance, Sales, Field Auditors  
Contacts:

Head of Sales: John Duffy  
Head of Software: Wayne Sarrett  
Head of Customer Service: John Zepesi  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 90

**GENERAL AUTOMATION**  
1045 Southwest St.  
P.O. Box 4803  
Anahiem, CA 92803  
(714) 778-4820  
Major Markets: Component, Computer, Communications Equipment, Office Equipment Manufacturing, Maintenance/Other Services  
Target Industries: OEM, Systems Houses, Banking, Commercial  
Target Applications: Industrial Auto  
Net Sales: \$50 Million - \$75 Million (1982)  
Contacts:  
Head of Sales: Donald Hart  
Head of Engineering/Customer Service: Bob Bole  
Geographic Coverage: International  
Year Established: 1957  
Number of Employees: 300

**GENERAL BUSINESS TECHNOLOGY, INC.**  
1801 McLean Ave.  
Irvine, CA 92714  
(714) 251-1811  
Major Markets: Terminal, Peripheral Manufacturing, OEM (Peripherals/Services), Maintenance/Other Services  
Target Applications: VFP, Terminal Printing, High-Speed Printing  
Net Sales: \$5 Million - \$10 Million (1982)  
Contacts:  
Head of Sales: William A. Wells  
Head of Customer Service: Robert L. Garano  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 30

**GENERAL ROBOTICS CORP.**  
87 N. Main St.  
Hawthorne, NJ 07037  
(201) 473-6900  
Major Markets: Component, Computer Manufacturing  
Target Industries: OEM, System Houses  
Net Sales: \$1 Million - \$5 Million (1982)  
Contacts:  
Head of Software: Lou Bruner  
Head of Customer Service: Donald Ward  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 30

**GEORGE CORP.**  
1 General Electric Dr.  
Wayne, NJ 07090  
(732) 848-1170  
Major Markets: Terminal, Peripheral Manufacturing  
Target Industries: OEM, Noncomputer Manufacturing, Time-Sharing, Micro Processors

**Target Applications: CAD/CAM, Barcodes, OCR**  
Net Sales: \$20 Million - \$30 Million (1982)  
Contacts:  
Head of Sales: J. A. Moran  
Head of Software: W. J. Vance  
Head of Customer Service: G. Ford  
Geographic Coverage: North America, West Europe  
Year Established: 1960  
Number of Employees: 1,500

**GESE COMPUTER CORP.**  
31117 Via Colinas  
Suite 402  
Westlake Village, CA 91362  
(213) 551-6210  
Major Markets: Peripheral Manufacturing  
Target Industries: Dealers  
Net Sales: \$1 Million - \$5 Million (1982)  
Contacts:  
Head of Sales: Marvin Riser  
Head of Software: Kathy Hauschild  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 15

**GESE ROBOTICS CORP.**  
83 Garber Road W.  
S. Windsor, CT 06094  
(203) 644-1951  
Major Markets: Terminal, Peripheral Manufacturing, OEM (Computer Systems), Maintenance/Other Services  
Target Industries: Engineering, Manufacturing, Printing  
Target Applications: CAD  
Net Sales: More than \$100 Million (1982)  
Contacts:  
Head of Sales: David Ryan  
Head of Customer Service: Robert Pavonis  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 850

**GMEL, INC.**  
1327 W. 37th Place  
Chicago, IL 60609  
(312) 827-9610  
Major Markets: Computer Manufacturing, OEM (Computer Systems), Software Houses  
Target Industries: Client, System, House, Industrial Research  
Contacts:  
Head of Sales: Richard Don  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 15

**GMEL, INC.**  
1048 E. Burgoyne St.  
Carson, CA 90746  
(213) 628-4833  
Major Markets: Computer Manufacturing  
Target Industries: Engineering, Scientific, Education, Professional  
CAD/CAM  
Target Applications: CAD/CAM  
Net Sales: \$5 Million - \$10 Million (1982)

**Contacts:**  
Head of Sales: Harvey Matheson  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 100

**GOLDEN WEST COMPUTER**  
80 N. 300 W.  
Provo, UT 84601  
(801) 377-2177  
Major Markets: Component, Computer Manufacturing, Software Houses  
Target Industries: Cross Industry  
Vertical Market  
Net Sales: \$100,000 - \$500,000 (1982)  
Contacts:  
Head of Sales: Richard Phillips  
Head of Software: Keith Avenell  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 17

**GOULD, INC.**  
Computer Systems Division  
8501 W. Sunrise Blvd.  
Fort Lauderdale, FL 33311  
(305) 587-0900  
Major Markets: Computer Manufacturing, OEM (Peripherals/Terminals), Software House, Maintenance/Other Services  
Target Industries: Aerospace, Military, Nuclear, Postal  
Target Applications: Flight Simulation, Energy Monitoring and Control, Laboratory Computation, Factory Automation  
Net Sales: More than \$100 Million (1982)  
Contacts:  
Head of Sales: V.S. Carter  
Head of Software: George Tabor  
Head of Engineering: R. Benjamin  
Head of Customer Service: Rick Becker  
Geographic Coverage: International  
Year Established: 1961  
Number of Employees: 2,500

**GOULD, INC.**  
Recording Systems  
2631 Perkins Ave.  
Cleveland, OH 44114  
(216) 361-3315  
Major Markets: Peripheral Manufacturing, Maintenance/Other Services  
Target Industries: R&D, Test & Measurement  
Target Applications: Graphics, Peripherals  
Contacts:  
Head of Sales: George Thurner  
Head of Customer Service: John Murray  
Geographic Coverage: International  
Year Established: 1928  
Number of Employees: 700

**GRANITE LAKE COMPUTER PERIPHERALS, INC.**  
2200 W. Higgins Road  
Suite 245  
Methuen, MA 01841  
(617) 884-7272  
Major Markets: Peripheral Manufacturing

## Vendors

**Contacts:**  
Head of Sales: Michael Krig  
Year Established: 1985  
Number of Employees: 50

**ORICO SYSTEMS**  
372 Cooper Way  
El Cerrito, CA 94530  
(415) 442-0205  
Major Markets: Component,  
Peripheral Manufacturing,  
Maintenance/Other Services  
Target Industries: Numerical,  
Control, Process Control, Data  
Collection, Robotics  
Net Sales: \$1 Million - \$5 Million  
(1985)

**Contacts:**  
Head of Sales: Michael Bradbury  
Head of Software: Larry Horne  
Head of Customer Service: Thomas  
Rudolph  
Geographic Coverage: National  
Year Established: 1977  
Number of Employees: 11

**ORIS SYSTEMS CORP.**  
2502 Garces Ave.  
Mountain View, CA 94045  
(415) 951-4800  
Major Markets: Computer  
Manufacturing, Software House  
Target Industries: Government,  
Finance, Fortune 500  
Target Applications: Government,  
Oil Companies, Financial

**Contacts:**  
Head of Sales: Bruce Walters  
Head of Software: Harvey Hartman  
Head of Engineering: Larry Kelly  
Head of Customer Service: Paul  
Hornum  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 300

**OTCO CORP.**  
1025 First St.  
Rochester, MI 48060  
(313) 279-8200  
Major Markets: Peripheral  
Manufacturing  
Target Industries: OEM  
Target Applications: Graphics  
Contacts:  
Head of Sales: George Heller  
Head of Software: Eric Hoderburg  
Geographic Coverage: International  
Year Established: 1975

**OXFORD INSTRUMENTS, INC.**  
Graphics Instruments  
Bullion Industrial Park  
C. Greenway, N. 08181  
(401) 864-6900  
Major Markets: Component,  
Terminal, Peripheral Manufacturing  
Target Industries: Medical, Labs,  
Scientific  
Net Sales: \$20 Million - \$30 Million  
(1984)

**Contacts:**  
Head of Sales/Software: Tony  
Tucillo  
Head of Customer Service: Lou  
Valeri  
Head of Customer Service: Sandra  
Anburn  
Geographic Coverage: International

**Year Established: 1960**  
Number of Employees: 400  
**HARBY COMPUTER CORP.**  
11420 Denton Dr.  
Dallas, TX 75229  
(214) 620-8240  
Major Markets: Computer  
Manufacturing  
Net Sales: \$5 Million - \$10 Million  
(1985)  
Contacts:  
Head of Customer Service: H. S.  
Harby II  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 12

**HARTWELL, INC.**  
1201 N. Shadem Dr.  
Tempe, AZ 85281  
(602) 965-7915  
Major Markets: Computer  
Manufacturing, OEM Computer  
Systems, OEM Peripherals,  
Terminals  
Target Applications: Language,  
Auto Test, Fort Language  
Net Sales: \$500,000 - \$1 Million  
(1985)  
Contacts:  
Head of Customer Service: J. Hart  
Geographic Coverage: National  
Year Established: 1979  
Number of Employees: 8

**HEATH CO.**  
Stanton Harbor, ME 49022  
(616) 982-3200  
Major Markets: Computer Terminal,  
Peripheral Manufacturing, OEM  
(Computer Systems), Software  
House, Dealer/Distributor  
Target Industries: Small Business,  
Education, PC  
Net Sales: \$50 Million - \$75 Million  
(1985)

**Contacts:**  
Head of Sales: David Ahlves  
Geographic Coverage: International  
Year Established: 1920  
Number of Employees: 2,000

**MERCURY COMPUTER  
TECHNOLOGY**  
2550 Webb St.  
Suite 210  
Berkeley, CA 94710  
(415) 545-4000  
System Compatibility: IBM PC  
Major Targets: Graphics  
Enhancement, Multifunctional Port  
Expansion  
Contacts:  
Head of Marketing: Mary Gordon  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 50

**NETRA COMPUTER &  
COMMUNICATIONS INC., INC.**  
1151 S. Coleman Road  
P.O. Box 870  
Midvale, UT 84051  
(305) 723-7731  
Major Markets: Computer, Terminal,  
Peripheral, Communications  
Equipment Manufacturing, OEM  
(Computer Systems), Systems

House (Commercial OEM),  
Maintenance/Other Services  
Target Industries: Government,  
Military, Business  
Target Applications: Remote Job  
Entry  
Net Sales: \$5 Million - \$25 Million  
(1985)  
Contacts:  
Head of Sales/Software: Keith  
Mellgren  
Geographic Coverage: International  
Year Established: 1968  
Number of Employees: 115

**NEUMANN CORP.**  
3001 Latham Dr.  
Madison, WI 53713  
(408) 271-4700  
Major Markets: Component,  
Computer, Communications  
Equipment Manufacturing, OEM  
(Computer Systems), Systems  
House (Commercial OEM)  
Target Industries: Communications  
Manufacturing, OEM  
Target Applications: Software  
Development, Graphics  
Net Sales: \$1 Million - \$5 Million  
(1985)

**Contacts:**  
Head of Sales: Christopher M. Prida  
Head of Customer Service: Jeffrey  
Marino  
Geographic Coverage: National  
Year Established: 1972  
Number of Employees: 35

**NEWLETT-PACKARD CO.**  
Corporate Headquarters  
3000 Harvard St.  
P.O. Box 10301  
Palo Alto, CA 94304  
(408) 294-2800  
Major Markets: Component,  
Computer, Terminal, Peripheral,  
Office Equipment Manufacturing,  
OEM Peripherals/Terminals,  
Software House, Systems House  
(Commercial OEM), Data Services  
(Service Bureau), Dealer/Distributor,  
Maintenance/Other Services,  
Miscellaneous Computer Supplies  
Target Industries: EDI  
Manufacturing, CA, CAE  
Target Applications: CA, CAE  
(CAD/CAM, Personal Computing,  
EDI)  
Net Sales: More than \$100 Million  
(1985)

**Contacts:**  
Head of Sales: Al Oliverio  
Head of Software: Jim Arthur  
Head of Engineering: Edward  
McCrahen  
Geographic Coverage: International  
Year Established: 1939  
Number of Employees: 72,000

**NYTRON AMERICA, LTD.**  
Digital Graphics/Process Products  
440 Alameda  
Toronto, CA 90503  
(416) 533-0888  
Major Markets: Dealer/Distributor,  
Distributor  
Target Industries: OEM  
Net Sales: \$1 Million - \$5 Million  
(1985)

**Contacts:**  
Head of Sales/Software: Josh  
MacDonald  
Head of Customer Service: Mark  
Hannan  
Head of Customer Service: Mike  
Almer  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 35

**IS-TECH PERIPHERALS CORP.**  
15190 Tricon Lane  
Huntington Beach, CA 92648  
(714) 891-0227  
Major Markets: Peripheral  
Manufacturing  
Target Industries: OEM  
Contacts:  
Head of Sales: Steve Brimback  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 70

**HONEYWELL INFORMATION  
SYSTEMS, INC.**  
U.S. Marketing and Services Group  
200 Smith St.  
MS 487  
Warren, MA 01064  
(617) 865-4000

Major Markets: Computer  
Manufacturing, Terminal and  
Peripheral Manufacturing,  
Communications Equipment, Office  
Equipment Manufacturing, Software  
House, Data Services (Service  
Bureau), Dealer/Distributor,  
Maintenance/Other Services,  
Miscellaneous Computer Supplies  
Target Industries: Manufacturing,  
Distribution, Banking, Healthcare  
Target Applications: Office System,  
Manufacturing System, Computer  
Aided Design, Networks

**Contacts:**  
Head of Sales: Richard R. Douglas  
Head of Software: Frank D. Joubert  
Geographic Coverage: International  
Year Established: 1955  
Number of Employees: 20,000

**HONEYWELL, INC.**  
Information Systems  
Honeywell Plaza  
Minneapolis, MN 55408  
(612) 870-2500  
Major Markets: Computer  
Manufacturing, Terminal, Peripheral,  
Communications Equipment, Office  
Equipment Manufacturing, OEM  
(Computer Systems), OEM  
(Peripheral Terminals), Software  
House, Data Services (Service  
Bureau), Dealer/Distributor,  
Maintenance/Other Services,  
Miscellaneous Computer Supplies,  
Special Hardware

Target Industries:  
Manufacturing/Distribution,  
Government, Education, Airline  
Net Sales: More than \$100 Million  
(1985)  
Contacts:  
Head of Sales: George S. Dwyer  
Head of Software: George Dwyer  
Year Established: 1955  
Number of Employees: 25,000

## Vendors

### HOUSTON ENGINEERING RESEARCH CORP.

7250 Wynnwood Dr.  
P.O. Box 2048  
Houston, TX 77001  
(713) 889-8271  
Major Markets: Computer Manufacturing, OEM (Computer Systems), OEM (Peripherals-Terminals), Software Houses, Systems House (Commercial OEM), Maintenance/Other Services  
Target Industries: Chemical, Paper, Utilities, Hydrocarbon Processing  
Target Applications: Seismic Tank Gauging, Auto Production Reporting  
Net Sales: \$1 Million - \$5 Million  
(1982)

Contacts:  
Head of Software: John A. Chapman  
Head of Customer Service: Joseph Dyer  
Geographic Coverage: International  
Year Established: 1960  
Number of Employees: 50

### HOUSTON INSTRUMENT

8200 Canyon Road  
Austin, TX 78755  
(512) 835-2000  
Major Markets: Peripherals Manufacturing  
Target Industries: Architecture, Graphics  
Target Applications: Charts, Plots  
Net Sales: More than \$100 Million  
(1982)

Contacts:  
Head of Sales/Software: Michael Tappan  
Head of Engineering: Ellen Jones  
Geographic Coverage: International  
Year Established: 1959

### IBM

Corporate Headquarters  
810 Orchard Road  
Armonk, NY 10504  
(914) 785-1900  
Major Markets: Component, Computer, Terminal, Peripheral, Communications Equipment, Office Equipment Manufacturing, Software Houses, Data Services (Service Bureau), Dealer/Outsourcing, Maintenance/Other Services, Miscellaneous Computer Supplies  
Net Sales: More than \$100 Million  
(1982)

Contacts:  
Head of Customer Service: Thomas M. Lipke  
Geographic Coverage: International  
Year Established: 1924  
Number of Employees: 364,796

### IBM

Information Products  
44 S. Broadway  
White Plains, NY 10601  
(914) 885-1950  
Major Markets: Component, Terminal, Peripheral, Office Equipment Manufacturing, Software Houses, Miscellaneous Computer Supplies  
Net Sales: More than \$100 Million  
(1982)

Geographic Coverage: National  
Number of Employees: 14,000

### IBM INSTRUMENTS, INC.

Orchard Park  
P.O. Box 332  
Danbury, CT 06801  
(203) 796-2450  
Major Markets: Computer, Peripheral Manufacturing

### INEL

Corporate Headquarters  
777 Longridge Road  
P.O. Box 10278  
Stamford, CT 06904  
(203) 989-7200  
Major Markets: Computer Manufacturing  
Target Industries: Retail, Manufacturing, Telephone Utilities, Federal and State Governments  
Target Applications: Data Collection, Distributed Processing, Real Application Software  
Contacts:

Head of Sales: Robert D. Smith  
Head of Software: Thomas Gena  
Geographic Coverage: International  
Year Established: 1976  
Number of Employees: 700

### INSONAPRICE, INC.

528 Mercury Dr.  
Sunnyvale, CA 94086  
(408) 736-1250  
Major Markets: Computer, Peripheral, Communications Equipment Manufacturing, OEM (Computer Systems), OEM (Peripherals-Terminals), Software Houses, Systems House (Commercial OEM), Data Services (Service Bureau), Maintenance/Other Services  
Target Industries: Chemical, Defense, Communication Systems  
Target Applications: Chemical Data, Defense Sales  
Net Sales: \$1 Million - \$5 Million  
(1982)

Contacts:  
Head of Sales: Chen Yeh  
Head of Engineering: David Chang  
Geographic Coverage: National  
Year Established: 1972  
Number of Employees: 100

### IS INTERFAC, INC.

21101 Octavia St.  
Carroll Park, CA 91504  
(313) 341-7514  
Major Markets: Peripheral Manufacturing, OEM (Peripherals-Terminals)  
Target Industries: Dealers  
Net Sales: \$1 Million - \$5 Million  
(1978)

Contacts:  
Head of Sales: Milo Wesley  
Head of Software: Gilbert Gaudin  
Geographic Coverage: International  
Year Established: 1970

### ISARE SHAPINGS, INC.

127 Avenue St.  
Fairfax, CT 06430

(203) 259-1364  
Major Markets: Peripheral Manufacturing, OEM (Computer Systems), Software House  
Target Industries: Mapping, Geophysical, Engineering, Image Processing  
Target Applications: Data Recording, Engineering, Graphics  
Net Sales: \$1 Million - \$5 Million  
(1982)

Contacts:  
Head of Sales: J. P. Whaley  
Head of Software: Tony Pelley  
Head of Engineering: J. Turk  
Head of Customer Service: A. A. Tarnowski  
Geographic Coverage: National  
Year Established: 1974  
Number of Employees: 38

### ISARE RESOURCES, INC.

723 Leland  
Westlake Village, CA 91361  
(805) 498-3377  
Major Markets: Peripheral Manufacturing  
Target Industries: Audio/Visual, Business Graphics, PC Graphics, Manufacturing  
Target Applications: CAD/CAM, Video, Graphics  
Net Sales: \$1 Million - \$5 Million  
(1981)

Contacts:  
Head of Sales: Lee Sencoff  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 50

### ISAS/TEK, INC.

5812 Beldene  
Naperville, IL 60563  
(708) 888-6500  
Major Markets: Peripheral Manufacturing  
Target Industries: Printing, Publishing, Circuits  
Head of Sales: Larry Hummel  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 65

### ISAPRES, INC.

5812 Beldene  
Naperville, IL 60563  
(708) 888-6549  
Major Markets: Computer Manufacturing, Systems House (Commercial OEM)  
Target Industries: Engineering, Manufacturing, Publishing, Printing  
Contacts:  
Head of Sales: Roger Woodruff  
Head of Software: Bob Dehn  
Head of Engineering: Rex Barnes  
Head of Customer Service: Charles Thompson  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 30

### ISB INTERNATIONAL

2600 Lombard Hwy.  
Carson City, NV 89701  
(702) 853-7611  
Major Markets: Computer, Peripheral Manufacturing

Target Applications: Graphics  
Net Sales: \$15 Million - \$20 Million  
(1982)

Contacts:  
Head of Sales: Bill Pevett  
Head of Software: Gary Taggart  
Head of Engineering: Don Lahr  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 170

### INDEPENDENT BUSINESS SYSTEMS, INC.

5815 Graham Court  
Livonia, MI 48150  
(415) 443-3131  
Major Markets: Computer Manufacturing, Software House  
Target Industries: Engineering, Scientific, General Business  
Net Sales: \$500,000 - \$1 Million  
(1982)

Contacts:  
Head of Sales: Dick Oskan  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 10

### INTEGRAL COMPUTER

BEEMER, INC.  
31121 Wa Circle  
Building 1005  
Westlake Village, CA 91362  
(818) 888-3176  
Major Markets: Component, Computer Manufacturing, Maintenance/Other Services  
Contacts:  
Head of Sales: David Knight  
Geographic Coverage: National

### INPLD, INC.

244 Mill Road  
Topsfield, MA 01960  
(518) 524-8209  
Major Markets: Component, Peripheral Manufacturing, Maintenance/Other Services  
Target Industries: OEM  
Contacts:  
Head of Sales/Software: James Edwards  
Geographic Coverage: National  
Year Established: 1967  
Number of Employees: 5

### INPROTEC, INC.

185 Madison Trg.  
Burlington, MA 01803  
(617) 372-6470  
Major Markets: OEM (Computer Systems), Software House  
Target Industries: Manufacturing, Retail, Government  
Target Applications: Data Entry, File Management, Transaction Processing  
Contacts:  
Head of Software: Gene Perrett  
Head of Customer Service: Russell Hensell  
Geographic Coverage: International  
Year Established: 1958

### INFORMATION DEVICES CORP.

2055 Coronado Dr.  
Santa Clara, CA 95051  
(408) 727-4347

## Vendors

**Major Markets:** Terminal, Peripheral, Communications Equipment  
Manufacturing: OEM (Peripheral-Terminal), Systems House  
(Commercial OEM)  
Dealer/Distributor, Mail Order  
Dealer: Maintenance/Other Services  
Target Industries: Engineering, Manufacturing, Electronics, Scientific, Commercial  
Target Applications: Structures, CA/CAM, Graphics, Earth Sciences  
Net Sales: \$1 Million - \$5 Million (1982)  
Contacts:  
Head of Sales/Software: Tom Melby  
Head of Engineering/Customer Service: Iv. Marmot  
Geographic Coverage: National  
Year Established: 1961  
Number of Employees: 15

**INFORMER COMPUTER TERMINALS, INC.**  
22538 IM Creek Road  
Laguna Hills, CA 92653  
(714) 852-3112  
Major Markets: OEM (Peripheral-Terminal), Systems House (Commercial OEM)  
Maintenance/Other Services  
Target Industries: Banking, Medical, Library, Systems Houses  
Net Sales: \$0 Million - \$10 Million (1982)  
Contacts:  
Head of Sales: Lora Peterson  
Geographic Coverage: International  
Year Established: 1972  
Number of Employees: 120

**ISPS SYSTEMS**  
431 N. Oak St.  
Airport Business Park  
Inglewood, CA 90302  
(909) 824-3044  
Major Markets: Component, Computer, Peripheral Manufacturing  
Contacts:  
Head of Sales: Ralph Thomas  
Geographic Coverage: National

**INPOUCH, INC.**  
3729 S. Croddy Way  
Santa Ana, CA 92704  
(714) 641-2556  
Major Markets: Peripheral Manufacturing  
Target Industries: Computer  
Contacts:  
Head of Sales/Software: Richard A. Barry  
Head of Customer Service: Dale E. Edwards  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 70

**INPUYER**  
1400 N. Rector St.  
Anaheim, CA 92805  
(714) 956-6300  
Major Markets: Peripheral Manufacturing, Software House, Maintenance/Other Services  
Target Industries: Hewlett Packard Co.  
Net Sales: \$1 Million - \$5 Million (1983)

**Contacts:**  
Head of Sales/Software: Theo Simeone  
Head of Engineering: Bruce Toback  
Head of Customer Service: John Hayne  
Geographic Coverage: International  
Year Established: 1976  
Number of Employees: 300

**INSTRONICS CORP.**  
Brooks Road  
Lincoln, MA 01773  
(617) 255-8600  
Major Markets: Computer, Peripheral Manufacturing  
Target Industries: OEM, Distributors  
Net Sales: \$1 Million - \$5 Million (1982)  
Contacts:  
Head of Sales: Frank Myers  
Geographic Coverage: Regional  
Year Established: 1977  
Number of Employees: 22

**INNOVATIVE ELECTRONICS, INC.**  
4714 N. W. 185 St.  
Miami, FL 33214  
(305) 624-1644  
Major Markets: Peripheral, Communications Equipment Manufacturing  
Target Industries: Cross Industry  
Net Sales: \$1 Million - \$5 Million (1982)  
Contacts:  
Head of Sales: Shady Odan  
Head of Software: Chris Puggioni  
Head of Customer Service: Matt Vitell  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 28

**INSTRON CORP.**  
199 Jefferson Dr.  
Mayo Park, CA 94025  
(415) 208-9030  
Major Markets: Peripheral Manufacturing, Systems House (Commercial OEM)  
Net Sales: \$500,000 - \$1 Million (1982)  
Contacts:  
Head of Sales: David Agner  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 70

**INTERCOLOR CORP.**  
225 Technology Park  
Norcross, GA 30092  
(404) 448-2561  
Major Markets: Computer, Terminal Manufacturing, Maintenance/Other Services  
Target Industries: Corning, MFC, Measurement/Testing  
Target Applications: Graphics, CR  
Net Sales: \$20 Million - \$30 Million (1982)

**Contacts:**  
Head of Sales: Jon Romano  
Head of Software: Dr. North  
Head of Customer Service: Cliff Switzer  
Geographic Coverage: International

**Year Established:** 1973  
**Number of Employees:** 680  
**INTEGRATED BUSINESS COMPUTERS (IBC)**  
2151 Norhill  
Chattanooga, TN 37311  
(615) 852-2007  
Major Markets: Computer Manufacturing  
Target Industries: Manufacturing, Banking, General Business  
Net Sales: \$10 Million - \$15 Million (1982)  
Contacts:  
Head of Sales: Randy Johnson  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 80

**INTEGRATED SOLUTIONS**  
2240 Lundy Ave.  
San Jose, CA 95131  
(408) 943-1900  
Major Markets: Computer Manufacturing  
Target Industries: Scientific  
Contacts:  
Head of Sales: Stan Coffee  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 33

**INTEL CORP.**  
Systems Group  
2422 W. Biscayne Road  
Phoenix, AZ 85027  
(602) 865-3800  
Major Markets: Computer, Peripheral Manufacturing, Software House  
Contacts:  
Head of Sales: Bob Kelly  
Geographic Coverage: International  
Year Established: 1979

**INTELLIMAC, INC.**  
6021 Montrose Road  
8th Floor  
Rockville, MD 20852  
(301) 584-8000  
Major Markets: Computer Manufacturing, Systems House (Commercial OEM)  
Target Industries: Printers  
Contractors, Government, Military  
Target Applications: AOA Development  
Net Sales: \$1 Million - \$5 Million (1982)  
Contacts:  
Head of Sales: Ralph Craigs  
Geographic Coverage: National  
Year Established: 1976  
Number of Employees: 60

**INTER — CARE**  
2544 Arroyo Ave.  
Los Angeles, CA 90025  
(213) 825-4500  
Major Markets: Computer Manufacturing, Software House, Systems House (Commercial OEM), Data Services (Service Bureau), Dealer/Distributor  
Target Industries: Medical  
Net Sales: \$1 Million - \$5 Million (1981)  
Contacts:

**Head of Sales:** Paul Marchetti  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 30

**INTERGIV**  
Electric Division  
P.O. Box 995  
Springfield, OR 97477  
(503) 726-7613  
Major Markets: Computer Manufacturing  
Geographic Coverage: National  
Year Established: 1973  
Number of Employees: 5

**INTERFACE DATA ELECTRONICS, INC.**  
1365 Massachusetts Ave.  
Arlington, MA 02174  
(617) 646-5540  
Major Markets: Peripheral Manufacturing, OEM (Peripheral-Terminal), Dealer/Distributor  
Contacts:  
Head of Sales: Bruce E. Conbar  
Head of Software: John F. King  
Geographic Coverage: International  
Year Established: 1983  
Number of Employees: 6

**INTERNATIONAL ANTEK, INC.**  
Antek Data Systems  
2630 California St.  
San Jose, CA 95128  
(415) 641-7914  
Major Markets: Component, Peripheral Manufacturing, OEM (Peripheral-Terminal), Manufacturing, Reproductive  
Target Industries: Personal Computing, Industrial  
Target Applications: Design Local Network  
Net Sales: \$1 Million - \$5 Million (1982)  
Contacts:  
Head of Sales: Vince Chow  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 35

**INTERNATIONAL ENTRY SYSTEMS, INC.**  
1816 S. Central  
Fort Worth, TX 76102  
(214) 852-8970  
Major Markets: Computer, Terminal, Peripheral Manufacturing, Software House, Data Services (Service Bureau), Maintenance/Other Services  
Target Industries: Service Bureaus  
Target Applications: Data Entry, Communications  
Net Sales: \$500,000 - \$1 Million (1983)  
Geographic Coverage: International  
Year Established: 1976  
Number of Employees: 5

**INTERNATIONAL SYSTEMS MARKETING, INC.**  
632 Harford Rd.  
Suite 8  
Rockville, MD 20850  
(301) 279-5775  
Major Markets: Computer Manufacturing, Dealer

## Vendors

Maintenance/Other Services  
Target Industries: Government  
Net Sales: \$1 Million - \$5 Million  
(1985)  
Geographic Coverage: International  
Year Established: 1972  
Number of Employees: 19

**INTERTEC**  
2300 Grand River Road  
Columbia, SC 29210  
(803) 798-6100  
Major Markets: Computer  
Manufacturing  
Target Industries: Small Business  
Target Applications: Multiservice  
Systems  
Net Sales: \$20 Million - \$30 Million  
(1982)  
Contacts:  
Head of Sales: W. Senn  
Head of Software: Floyd Gairous  
Geographic Coverage: International  
Year Established: 1973  
Number of Employees: 400

**IONESA CORP.**  
464 S. 1600 W.  
Ogden, UT 84403  
(801) 399-2171  
Major Markets: Component,  
Peripheral Manufacturing  
Target Industries: OEM  
Net Sales: \$5 Million - \$10 Million  
(1983)  
Contacts:  
Head of Software: Richard F. Carlson  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 225

**IRVIN MAGNETICS SYSTEMS, INC.**  
231 Glen Road  
Ann Arbor, MI 48105  
(313) 996-3300  
Major Markets: Peripheral  
Manufacturing  
Target Industries: OEM  
Contacts:  
Head of Sales: Francis Glone  
Head of Software: James Brown  
Head of Customer Service: Lance Roman  
Geographic Coverage: National  
Year Established: 1983  
Number of Employees: 60

**ISI INTERNATIONAL**  
400 Hammarsted Ave.  
Sunnyvale, CA 94089  
(408) 743-4300  
Major Markets: Component,  
Computer Manufacturing  
Target Industries: Computer OEM  
Contacts:  
Head of Sales: Lee Gerson  
Geographic Coverage: National  
Year Established: 1984  
Number of Employees: 250

**ITHACA INTERSYSTEMS, INC.**  
1895 Hammer Road  
Ithaca, NY 14850  
(607) 275-2500  
Major Markets: Computer, Terminal  
Manufacturing  
Target Industries: Systems House,  
OEM

Target Applications: Graphics,  
Business, Education, Process  
Control  
Net Sales: \$1 Million - \$5 Million  
(1983)  
Contacts:  
Head of Sales: Jan N. Potts  
Head of Software: Marilyn Hall  
Head of Customer Service: Jeff  
McClure  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 25

**ITRACO, INC.**  
A/C/D  
P.O. Box 6437  
Ithaca, NY 14850-6437  
(607) 272-7640  
Major Markets: Computer  
Manufacturing, OEM (Peripherals,  
Terminals)  
Target Industries: Manufacturing  
Target Applications: Industrial  
Net Sales: \$5 Million - \$10 Million  
(1983)  
Contacts:  
Head of Sales: Alan Roth  
Geographic Coverage: International  
Year Established: 1962  
Number of Employees: 89

**ITT DOWNEY TERMINAL  
SYSTEMS, INC.**  
1515 W. 14th St.  
Tulsa, AZ 80281  
(602) 856-7000  
Major Markets: Component,  
Computer, Terminal, Peripheral  
Communications Equipment, Office  
Equipment Manufacturing  
Contacts:  
Head of Sales: Paul Smith  
Head of Software: Robert E. McKinn  
Head of Customer Service: Vincent  
Morris  
Geographic Coverage: International  
Year Established: 1969  
Number of Employees: 2,600

**JC SYSTEMS**  
480 Valley Way  
Milpitas, CA 95035  
(408) 945-0319  
Major Markets: Component,  
Computer, Communications  
Equipment Manufacturing, Software  
House, Maintenance/Other Services  
Target Industries: Manufacturing,  
Engineering, Office, Education  
Target Applications: Data  
Communications, WP, DBMS  
Net Sales: \$50,000 - \$1 Million  
(1983)  
Contacts:  
Head of Sales/Software: Young Choi  
Head of Customer Service: Jay Choi  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 10

**JEL, INC.**  
2625 Dering Road  
Suite 130  
Westlake Village, CA 91361  
(805) 490-2401  
Major Markets: Component,  
Computer, Peripheral, Office  
Equipment Manufacturing, OEM

(Computer Systems), Systems  
House, Commerce, OEM,  
Distributor  
Target Industries: Scientific,  
Engineering  
Target Applications: CAD/CAM  
Contacts:  
Head of Sales: Bryan M. Schary  
Head of Customer Service: Michael  
T. Drach  
Geographic Coverage: International  
Year Established: 1968  
Number of Employees: 500

**JOHN FLICK  
MANUFACTURING CO., INC.**  
Digital Service Products  
8020 Sweeney Blvd.  
P.O. Box C-5000, MS2500  
Everett, WA 98208  
(206) 858-5283  
Major Markets: Miscellaneous  
Computer Supplies; Manufacturing  
Special Systems  
Target Industries: Manufacturing,  
Electronic Services  
Target Applications: Testing  
Contacts:  
Head of Sales: Al Carlson  
Head of Software: Jerry Laffouch  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 100

**JOWNE INTERNATIONAL, INC.**  
1835 Dennis Way  
Folsom, CA 95631  
(714) 995-8861  
Major Markets: Computer  
Manufacturing  
Target Industries: Business  
Target Applications: POS, DB, DBMS,  
Business  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 65

**JUNI INDUSTRIES OF  
AMERICA, INC.**  
299 Market St.  
Seattle, WA 98101  
(206) 385-2038  
Major Markets: Distributor  
Target Industries: Small Business,  
Home User  
Target Applications: WP  
Contacts:  
Head of Customer Service: David  
Largen  
Geographic Coverage: National  
Year Established: 1983  
Number of Employees: 12

**KAYPRO CORP.**  
Northway Systems, Inc.  
P.O. Box N  
Denver, CO 80204  
(303) 755-1134  
Major Markets: Computer,  
Communications Equipment  
Manufacturing  
Contacts:  
Head of Sales: David Kay  
Geographic Coverage: International  
Year Established: 1952  
Number of Employees: 700

**KENNEDY CO.**  
1600 Shamrock Ave.

Morrisville, CA 91018  
(313) 367-4821  
Major Markets: Peripheral  
Manufacturing  
Target Industries: OEM, Supplies  
Net Sales: \$50 Million - \$75 Million  
(1982)  
Contacts:  
Head of Sales: Russ Reinholdson  
Geographic Coverage: International  
Year Established: 1964  
Number of Employees: 1,000

**KIPP & EMMES**  
390 Central Ave.  
Rochester, NY 11718  
(516) 589-2885  
Major Markets: Peripheral  
Manufacturing  
Target Industries: Laboratories,  
Scientific  
Target Applications: Graphics  
Geographic Coverage: International  
Number of Employees: 175

**KENTRON ELECTRONICS**  
630 Price Ave.  
Hickory City, CA 94063  
(415) 381-1612  
Major Markets: Computer  
Manufacturing  
Target Industries: OEM  
Net Sales: More than \$100 Million  
(1983)  
Contacts:  
Head of Sales: Linda Mackley  
Head of Software: Jeff Shahan  
Head of Customer Service: Keith  
Starnes  
Geographic Coverage: International  
Year Established: 1970  
Number of Employees: 80

**KURTA CORP.**  
4610 S. 26th St.  
Phoenix, AZ 85040  
(602) 978-5333  
Major Markets: Peripheral  
Manufacturing  
Contacts:  
Head of Sales: Steven Stein  
Head of Customer Service: James  
Podgers  
Geographic Coverage: National  
Year Established: 1979  
Number of Employees: 80

**LABORATORY  
TECHNOLOGIES CORP.**  
338 Brookline  
Cambridge, MA 02138  
(617) 487-1910  
Major Markets: Computer  
Manufacturing, Software House  
Target Industries: Scientific,  
Machine Control, Process Control  
Contacts:  
Head of Sales: Frederick Puhner  
Head of Software: Gary Simpson  
Geographic Coverage: National  
Year Established: 1981  
Number of Employees: 9

**LAPINE TECHNOLOGY, INC.**  
1111 Spack Park Pl.  
Santa Clara, CA 95054  
(408) 955-8578  
Major Markets: Peripheral  
Manufacturing

## Vendors

### Contacts

Head of Sales: Morgan Walker  
Geographic Coverage: National  
Year Established: 1963  
Number of Employees: 25

### LEADING EDGE PRODUCTS

21 Highland Circle  
Needham, MA 02154  
(617) 445-8650  
Major Markets: Computer, Terminal  
Manufacturing  
Target Industries: System House,  
Computer Rental Stores  
Target Applications: Business  
Computers  
Head of Marketing: William Sellers  
Geographic Coverage: International  
Year Established: 1985  
Number of Employees: 300

### LEAR INSULERS, INC.

Data Products Div.  
714 N. Broad Street  
Anaheim, CA 92803  
(714) 774-1010  
Major Markets: Peripheral  
Manufacturing; OEM (Peripherals-  
Terminals)  
Target Industries: OEM; Large End  
Users  
Net Sales: \$15 Million - \$20 Million  
(1983)

Contacts:  
Head of Sales: George Beardsley  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 500

### LFW COMPUTER

14652 Franklin St.  
Suite 0  
Tustin, CA 92680  
(714) 544-5755  
Major Markets: Component,  
Computer Manufacturing; Software  
House; Maintenance/Other Services  
Target Industries: Small Business  
Computers

Contacts:  
Head of Sales: Ken Wong  
Head of Software: Jerry Carpenter  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 25

### LORD SYSTEMS, INC.

358 S. Farnsworth Ave.  
Columbus, CA 93117  
(805) 883-1378  
Major Markets: Computer,  
Peripheral Manufacturing  
Net Sales: \$1 Million - \$5 Million  
(1983)  
Contacts:  
Head of Sales: Doug Rice  
Head of Customer Service: K. Hobart  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 45

### LOGICAL BUSINESS

MACHINES  
1294 Hawthornwood Ave.  
Sunnyvale, CA 94089  
(408) 744-1290  
Major Markets: Computer  
Manufacturing; Software House  
Net Sales: \$15 Million - \$20 Million  
(1982)

### Contacts

Head of Sales: Russ Hobart  
Year Established: 1974  
Number of Employees: 60

### L.W. INTERNATIONAL

6416 Veral Ave.  
Woodland Hills, CA 91367  
(213) 345-8614  
Major Markets: Peripheral  
Manufacturing; Systems House  
(Commercial OEM)  
Target Industries: Engineering,  
Medical, Sports, Military  
Geographic Coverage: National  
Year Established: 1957  
Number of Employees: 20

### M/A-COM INFORMATION

SYSTEMS DIVISION  
801 Executive Blvd.  
Suite 200  
Rockville, MD 20852  
(301) 775-1150  
Major Markets: OEM (Peripherals-  
Terminals); Software House,  
Systems House (Commercial OEM);  
Dealer/Distributor  
Target Industries: Commercial  
Computers

Contacts:  
Head of Sales: Joseph Paula  
Head of Software: Richard Livingston  
Geographic Coverage: International  
Year Established: 1970  
Number of Employees: 400

### MAD COMPUTER, INC.

3350 Scott Blvd.  
Building 15  
Santa Clara, CA 95057  
(408) 993-0840  
Major Markets: Computer  
Manufacturing  
Target Industries: Banking; Medical;  
Telecommunications; Commercial  
Computers

Contacts:  
Head of Software: Paul Schult  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 20

### MARATAP CORP.

1041 Hamilton Road  
P.O. Box 317  
Owens, CA 91023-317  
(213) 357-9921  
Major Markets: Peripheral  
Manufacturing  
Target Industries: OEM  
Computers

Contacts:  
Head of Sales: John Jory  
Head of Software: Clyde Connell  
Head of Customer Service: Anthony Hest  
Geographic Coverage: National  
Year Established: 1981  
Number of Employees: 60

### MAGIC COMPUTER CO.

333 Route 45 W.  
Fairfield, NJ 07006  
(201) 227-4833  
Major Markets: Computer  
Manufacturing; Peripheral  
Manufacturing; Systems House  
(Commercial OEM); Miscellaneous  
Computer Supplies  
Target Industries: Small Business

### Contacts

Head of Sales: Jack Ho  
Geographic Coverage: International  
Year Established: 1962  
Number of Employees: 35

### MAG - BARD FOUR

14101 Myford Road  
Tustin, CA 92680  
(714) 731-5100  
Major Markets: Computer, Office  
Equipment Manufacturing;  
Distributor; Dealer  
Target Industries: Manufacturing;  
Distribution; Legal; Health Care  
Net Sales: More than \$100 Million  
(1982)

### Contacts

Head of Sales: Steve Eigel  
Head of Software: Paul V. Campbell  
Head of Engineering: Fred Degli  
Head of Customer Service: Robert  
Faulmer  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 8,000

### MAHESHAH TALLY

2201 S. 100th  
Rent, WA 98072  
(206) 251-5500  
Major Markets: Component,  
Terminal and Peripheral  
Manufacturing  
Contacts:  
Head of Sales: Harold Mader  
Head of Software: David del  
Valle  
Head of Customer Service: Robert  
Adams  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 450

### MARUMAH INTERNATIONAL

ELECTRONICS CORP.  
30 Williams St.  
Waterville, MA 02181  
(617) 237-2115  
Major Markets: Distributor  
Target Industries: OEM  
Net Sales: \$25 Million - \$100 Million  
(1982)  
Contacts:  
Head of Sales: Ted Yoshida  
Head of Software: Keith Lemo  
Head of Engineering: Don Hest  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 45

### MARSGROUP

One Technology Park  
Westford, MA 01886  
(617) 892-8200  
Major Markets: Computer  
Manufacturing; OEM (Computer  
Systems)  
Target Industries: Engineering;  
Scientific; OEM

Contacts:  
Head of Sales: Allen L. Walker  
Head of Customer Service: Lorn  
Olin  
Geographic Coverage: International  
Year Established: 1961  
Number of Employees: 45

### MAXELL CORP. OF AMERICA

Computer Products  
65 Coburn Dr.  
Monroeville, NJ 07024  
(201) 445-8280  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Diskettes  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 127

### MAXTOR CORP.

150 River Oaks Pkwy.  
San Jose, CA 95134  
(408) 942-7700  
Major Markets: Peripheral  
Manufacturing  
Target Industries: Computer  
Computers  
Head of Sales: Robert G. Tied  
Head of Software: Leon Mahand  
Head of Engineering: Steve Kinsinger  
Head of Customer Service: Jack S.  
Swartz  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 202

### MAYNARD ELECTRONICS

430 E. Seneca Blvd.  
Cascadilla, IL 32708  
(308) 531-4429  
Major Markets: Component,  
Peripheral Manufacturing  
Target Applications: IBM Market  
Computers  
Head of Sales: Rick Hammond  
Geographic Coverage: International  
Year Established: 1965  
Number of Employees: 85

### MPS DANTEL

4142 Pore Egan Way  
Hayward, CA 94543  
(415) 887-7777  
Major Markets: Component,  
Computer, Terminal, Peripheral  
Manufacturing; OEM (Computer  
Systems); OEM (Peripheral-  
Terminals); Software House,  
Systems House (Commercial OEM);  
Maintenance/Other Services  
Target Industries: Manufacturing;  
Sports; Logging; Retail  
Computers  
Head of Sales: Mike McCarty  
Head of Software: Rob Davis  
Head of Engineering: Troy Lamore  
Head of Customer Service: Lou  
Pomato  
Geographic Coverage: International  
Year Established: 1969  
Number of Employees: 800

### MEASUREMENT SYSTEMS &

CONTROL, INC.  
Systems Group  
1821 Orangewood Ave.  
Orange, CA 92668  
(714) 835-6400  
Major Markets: Component,  
Computer, Peripheral Manufacturing  
Target Industries: Education,  
Government  
Target Applications: Accounting;  
Inventory; MRP  
Computers  
Head of Sales: Dave Joroff



## Vendors

Head of Customer Service: Lowell Dunn  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 45

**MEASUREMENT SYSTEMS**  
AND CONTROL  
576 N. Lemon St.  
Orange, CA 92667  
(714) 832-4460  
Major Markets: Component, Computer Manufacturing, OEM (Computer Systems)  
Maintenance/Other Services  
Net Sales: \$1 million - \$5 million (1983)  
Contacts:

Head of Sales: Debra Zaccaria  
Head of Customer Service: Doug Conlin  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 10

**MEDICATION SYSTEMS**  
3350 Scott Blvd.  
Santa Clara, CA 95051  
707 727-0714  
Major Markets: Peripheral Manufacturing  
Contacts:

Head of Sales: Joseph Greenwood  
Geographic Coverage: National  
Year Established: 1982  
Number of Employees: 100

**MESABATA CORP.**  
35 Onvik Dr.  
Bohemia, NY 11716  
(516) 588-8800  
Major Markets: Computer, Communications Equipment, Office Equipment Manufacturing  
Target Industries: OEM  
Net Sales: \$3 million - \$10 million (1983)  
Contacts:

Head of Sales: Richard Adams  
Head of Engineering: Bill Ingelito  
Geographic Coverage: International  
Year Established: 1967  
Number of Employees: 1,500

**MESALOG CORP.**  
9693 National Road  
Brooklyn, OH 43308  
(614) 832-5222  
Major Markets: Peripheral, Communications Equipment Manufacturing  
Contacts:

Head of Sales: Nick Schaefer  
Geographic Coverage: International  
Year Established: 1976  
Number of Employees: 15

**MESSENGER**  
8431 Independence Ave.  
Woodland Hills, CA 91367  
(818) 704-7352  
Major Markets: Peripheral Manufacturing  
Target Industries: System houses  
Contacts:

Head of Sales: Mel Furushita  
Head of Customer Service: Mike Lefkowitz  
Geographic Coverage: International

Year Established: 1982  
Number of Employees: 100

**MESOPHYNE CORP.**  
320 Passerine St.  
Needham Heights, MA 02194  
(617) 444-7000  
Major Markets: Peripheral Manufacturing  
Contacts:

Head of Software: Norman H. Renard  
Head of Customer Service: David Perlmutter  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 30

**MESOPHON CORP.**  
Large Storage Equipment  
Year Established: 1971  
M/S 15 17  
Santa Clara, CA 95052  
908 587-1358  
Major Markets: Terminal, Peripherals, Communications Equipment Manufacturing, Systems House (Commercial OEMs)  
Maintenance/Other Services  
Miscellaneous Computer Supplies  
Target Industries: Fortune 1500  
Contacts:

Head of Sales: Dennis Plummer  
Head of Software: Sam Spectators  
Head of Customer Service: Lou Dubarato  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 10,000

**MESOTON CORP.**  
99 Cabot St.  
Needham, MA 02194  
(617) 448-8614  
Major Markets: Computer, Peripheral Manufacturing  
Contacts:

Head of Sales: Dick Givelski  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 250

**MESPOD INTERNATIONAL**  
P.O. Box 810716  
Dallas, TX 75281  
(214) 632-3322  
Major Markets: Peripheral Manufacturing, Software House, Systems House (Commercial OEM)  
Target Industries: Manufacturing, OEM, Retail/Wholesale  
Target Applications: Restaurant, Management  
Contacts:

Head of Sales/Software: Mike Horne  
Geographic Coverage: National  
Year Established: 1980  
Number of Employees: 30

**MICROCOMPUTER**  
**MESEKON, INC.**  
7444 Viking Ave.  
San Diego, CA 92108  
(619) 782-2222  
Major Markets: Peripheral Manufacturing

Contacts:  
Head of Sales/Software: Mel Zarandy  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 80

**MICROCOMPUTER**  
**TECHNOLOGY, INC.**  
3324 N. MacArthur Blvd.  
Santa Ana, CA 92704  
(714) 679-9923  
Major Markets: Component, Computer Manufacturing, OEM (Computer Systems), Systems House (Commercial OEMs)  
Target Industries: Retail  
Contacts:

Head of Sales: Paul Dene  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 45

**MOBILE CONTROL SYSTEMS, INC.**  
27 Hartford Trp.  
Vernon, CT 06068  
(203) 647-0239  
Major Markets: Peripheral Manufacturing, OEM (Computer Systems), Software House, CAD  
Target Industries: Manufacturing, Engineering, Education  
Target Applications: CAD, Three-Dimensional Graphics  
Contacts:

Head of Sales: Livingston Davies  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 25

**MORG CRAFT CORP.**  
4747 Irving Blvd.  
Suite 221  
Dallas, TX 75247  
(214) 630-2562  
Major Markets: Computer Manufacturing, Maintenance/Other Services  
Target Industries: OEM, Self User  
Contacts:

Head of Sales: Michael Carpenter  
Head of Software: Jeremy Zih  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 60

**MOROSYSTEM, INC.**  
4000 MacArthur Blvd.  
P.O. Box 1820  
Irvine, CA 92715  
(714) 250-1000  
Major Markets: Computer, Terminal, Peripheral Manufacturing, Systems House (Commercial OEM)  
Net Sales: More than \$100 million (1983)  
Contacts:

Head of Sales: Glen Manquay  
Head of Software: Mike Coleman  
Head of Customer Service: William Schriber  
Geographic Coverage: International  
Year Established: 1983  
Number of Employees: 3,000

**MOROSYSTEM, INC.**  
1620 Montgomery St.  
San Francisco, CA 94111  
(415) 398-0289  
Major Markets: Computer Manufacturing  
Target Industries: OEM  
Net Sales: \$5 million - \$100 million (1982)  
Contacts:

Head of Sales: Laurence Bell  
Head of Software: Ed Bowwell  
Geographic Coverage: International

**MOROSYSTEM, INC.**  
1620 Montgomery St.  
San Francisco, CA 94111  
(415) 398-0289  
Major Markets: Computer Manufacturing  
Target Industries: OEM  
Net Sales: \$5 million - \$100 million (1982)  
Contacts:

Head of Sales: Laurence Bell  
Head of Software: Ed Bowwell  
Geographic Coverage: International

## Vendors

Year Established: 1977  
Number of Employees: 100

**MOING OFFICE SYSTEMS TECHNOLOGIES, INC.**  
35 Kings Highway E  
Fairfield, CT 06430  
(203) 367-2585  
Major Markets: Computer, Peripheral/Manufacturing  
Target Industries: OEM, Fortune 1000  
Contacts:  
Head of Customer Service: Charles Ulvis  
Geographic Coverage: National  
Year Established: 1981  
Number of Employees: 20

**MICROPOLIS CORP.**  
21123 Northport St.  
Chattanooga, GA 31311  
(415) 709-3300  
Major Markets: Peripheral/Manufacturing  
Contacts:  
Head of Sales: Chester Bulle  
Head of Customer Service: Dr. Eric Dunstan  
Geographic Coverage: International  
Year Established: 1976  
Number of Employees: 600

**MICRO-SOI**  
2189 S. Highway 31  
Santa Ana, CA 92705  
(714) 962-2881  
Major Markets: Peripheral/Manufacturing, Software House  
Contacts:  
Head of Sales: Tim Hanson  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 76

**MICROSCIENCE INTERNATIONAL CORP.**  
375 E. Mainfield Road  
Mountain View, CA 94043  
(415) 961-2212  
Major Markets: Peripheral/Manufacturing  
Target Industries: OEM  
Net Sales: \$20 Million - \$30 Million (1983)  
Contacts:  
Head of Sales: Ron Schickel  
Head of Software: Nick Horn  
Head of Customer Service: Howard Tong  
Geographic Coverage: International  
Year Established: 1962  
Number of Employees: 40

**MICRO SOURCE, INC.**  
595 N. Clayton Road  
New Lebanon, OH 45545  
(513) 687-1366  
Major Markets: Computer/Manufacturing, OEM (Computer Systems)  
Target Industries: Industrial, Military  
Net Sales: \$1 Million - \$5 Million (1982)  
Contacts:  
Head of Sales/Software: Wallace Cauer  
Head of Engineering: Wayne Hirsch  
Geographic Coverage: International

Number of Employees: 25

**MICO TECHNOLOGY UNLIMITED**  
2808 Hilsborough St.  
P.O. Box 12106  
Raleigh, NC 27607  
(919) 833-1458  
Major Markets: Computer/Manufacturing, OEM (Computer Systems), Software House  
Target Applications: Lab, Industrial  
Contacts:  
Head of Sales: Chuck McGinn  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 15

**MIDWEST SCIENTIFIC INSTRUMENTS, INC.**  
220 N. Cedar St.  
Columbus, IN 46203  
(317) 784-3273  
Major Markets: Computer/Peripheral/Manufacturing, OEM (Computer Systems), Software House, Maintenance/Other Services  
Net Sales: \$1 Million - \$5 Million (1981)  
Geographic Coverage: National  
Year Established: 1970  
Number of Employees: 10

**MICROS SYSTEMS CORP.**  
3608 Quaternidge Road  
Morrisville, NJ 08618  
(908) 800-0440  
Major Markets: Computer/Manufacturing, Maintenance/Other Services  
Target Industries: OEM, Industrial, Military  
Net Sales: Less than \$100,000 (1982)  
Contacts:  
Head of Sales/Software: Dr. Joseph R. Burns  
Head of Engineering: Henry Stock  
Geographic Coverage: National  
Year Established: 1975  
Number of Employees: 15

**MILITEC CORP.**  
1770 Main Whitman Road  
Melville, NY 11747  
(516) 426-2200  
Major Markets: Peripheral/Manufacturing  
Target Industries: Military  
Net Sales: \$20 Million - \$30 Million (1983)  
Contacts:  
Head of Sales: Robert Gerszky  
Head of Software: Fred Korb  
Head of Customer Service: Brian Broy  
Geographic Coverage: International  
Year Established: 1975

**MIMSET CORP.**  
617 N. Main Ave.  
Sunnyvale, CA 94086  
(408) 737-8555  
Major Markets: Component/Manufacturing  
Contacts:  
Head of Sales: Peter Jansson  
Geographic Coverage: National  
Year Established: 1982

Number of Employees: 100

**MINGOSHO CORP.**  
1981 Lathford Circle  
Longmont, CO 80501  
(303) 661-8000  
Major Markets: Peripheral/Manufacturing  
Contacts:  
Head of Sales/Software: Lawrence Klarn  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 2,000

**MITSUBA CORP.**  
687 Shaw Canyon Road  
Unit 25  
Walnut, CA 91786  
(714) 964-8999  
Major Markets: Peripheral/Manufacturing  
Contacts:  
Head of Sales: Tom Shaw  
Geographic Coverage: National  
Year Established: 1972  
Number of Employees: 15

**MITSUBISHI ELECTRONICS AMERICA, INC.**  
891 Knox St.  
Torrance, CA 90502  
(213) 515-3993  
Major Markets: Computer, Terminal, Peripheral/Manufacturing, OEM (Computer Systems), Software House, Distributor, Maintenance/Other Services  
Target Industries: Manufacturing, Contractors  
Target Applications: Accounting, Data Entry  
Net Sales: More than \$100 Million (1981)  
Geographic Coverage: National  
Year Established: 1976  
Number of Employees: 100

**MODARK DATA SERVICES CORP.**  
Seven Century Dr.  
Paramus, NY 07654  
(201) 540-3063  
Major Markets: Computer, Terminal, Peripheral/Manufacturing, Software House  
Target Industries: Insurance, Government, Marketing, Motor Vehicle  
Net Sales: More than \$100 Million (1983)  
Contacts:  
Head of Software: William Mann  
Geographic Coverage: International  
Year Established: 1964  
Number of Employees: 5,800

**MOLECULAR COMPUTER**  
251 River Oak Pkwy.  
San Jose, CA 95134  
(408) 252-2122  
Major Markets: Computer/Manufacturing, OEM (Peripheral/Software)  
Target Industries: Business  
Net Sales: \$15 Million - \$20 Million (1983)  
Contacts:  
Head of Sales: Alan Davis

Head of Software: Lawrence Lander  
Head of Engineering: R. Swenson, S. Parker  
Head of Customer Service: Rodbard Averb  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 225

**MOSEMITUM COMPUTER SYSTEMS INTERNATIONAL**  
2730 Junction  
San Jose, CA 95134  
(408) 942-2838  
Major Markets: Computer/Manufacturing  
Target Industries: Commercial Graphics  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 30

**MOSOLVING SYSTEMS CORP.**  
84 Investors Cross E  
Englewood, CO 80112  
(303) 780-7462  
Major Markets: Component, Computer, Peripheral/Manufacturing, OEM (Peripheral/Software)  
Target Industries: Industrial, Scientific, Manufacturing  
Net Sales: \$5 Million - \$10 Million (1983)  
Contacts:  
Head of Customer Service: Role Linn  
Geographic Coverage: International  
Year Established: 1970  
Number of Employees: 100

**MOSROW SYSTEMS FOR BUSINESS**  
The American Road  
Morris Plains, NJ 07950  
(201) 993-2000  
Major Markets: Computer, Office Equipment/Manufacturing, Software House, Maintenance/Other Services  
Target Industries: Banking, Accounting, Medical, Wholesale/Retail  
Target Applications: Financial  
Net Sales: More than \$100 Million (1984)  
Contacts:  
Head of Sales: Robert McGrath  
Head of Software: Jerry Birnbaum  
Geographic Coverage: International  
Year Established: 1972  
Number of Employees: 3,300

**MOSROW SYSTEMS, INC.**  
800 McGowan  
San Leandro, CA 94577  
(415) 430-1870  
Major Markets: Component, Computer, Peripheral/Manufacturing, Software House, Systems House (Commercial OEM)  
Contacts:  
Head of Sales: Rod Duvich  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 125

**MOTEC CORP.**  
1211 W. Crutty Road  
Carrollton, TX 75006  
(214) 488-6200

## Vendors

**Major Markets:** Component, Computer, Peripheral Manufacturing, Software House, Systems House (Commercial OEM)  
**Target Industries:** Electronic OEM, Military, Industrial  
**Target Applications:** Servers/Controllers  
**Contacts:**  
 Head of Sales: James Byrne  
 Head of Software: Peter Smyth  
 Head of Customer Service: Ed Cahill  
**Geographic Coverage:** International  
**Year Established:** 1989  
**Number of Employees:** 7,000

**NOTIONDA, INC.**  
 Semiconductor Sector  
 5000 E. McDowell Road  
 Phoenix, AZ 85033  
 (602) 944-6900  
**Major Markets:** Component, Computer, Terminal, Peripheral Manufacturing, OEM (Computer Systems), Maintenance/Other Services  
**Target Industries:** Government, Industrial, Commercial  
**Net Sales:** More than \$100 Million (1983)  
**Contacts:**  
 Head of Sales: Charles E. Thompson  
 Head of Software: Brian Wilson  
**Geographic Coverage:** International  
**Year Established:** 1957  
**Number of Employees:** 20,000

**NOVATRON COMPUTER, INC.**  
 300 E. Pueblo Road  
 Scotts Valley, CA 95066  
 (408) 438-6650  
**Major Markets:** Peripheral, Communications Equipment  
**Manufacturing:** OEM (Peripheral-Terminals), Miscellaneous Computer Supplies, Storage System  
**Target Applications:** Data Entry, Communications, Storage System  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
 Head of Sales: Robert Girsh  
 Head of Engineering: George Propper  
 Head of Customer Service: Eric Swartz  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 135

**NOV**  
 9754 Deering Ave.  
 Chatsworth, CA 91311  
 (714) 705-4202  
**Major Markets:** Peripheral Manufacturing  
**Target Applications:** Word Processing, Small Business Systems, Personal Computers  
**Net Sales:** \$25 Million - \$100 Million (1981)  
**Contacts:**  
 Head of Sales/Software: Michael Kuric  
 Head of Customer Service: Jim Scheinhardt  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 600

**NULEON COMPUTER PRODUCTS**  
 2260 American Ave.  
 P.O. Box 6314  
 Hayward, CA 94544  
 (415) 783-2965  
**Major Markets:** Computer, Peripheral Manufacturing, OEM (Computer Systems), OEM (Peripheral-Terminals)  
**Design/Contract:** Distributor, Mail Order, Dealer  
**Target Industries:** Manufacturing, Industrial Process  
**Net Sales:** \$500,000 - \$1 Million (1983)  
**Contacts:**  
 Head of Sales: Richard Jennings  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 8

**NUVEX — TECH SYSTEMS, INC.**  
 82 2nd Ave. S.E.  
 New Brighton, MN 55112  
 (612) 831-3530  
**Major Markets:** Computer, Communications Equipment  
**Manufacturing:** OEM (Computer Systems)  
**Target Industries:** Distribution, End User, Systems Houses, Dealers  
**Target Applications:** WP, Accounting, MRP, List Management  
**Contacts:**  
 Head of Sales: Thomas Henneman  
 Head of Customer Service: Greg Johnson  
**Geographic Coverage:** National  
**Year Established:** 1979  
**Number of Employees:** 58

**NUVEX CORP.**  
 1732-B Langley  
 Irvine, CA 92714  
 (714) 860-7367  
**Major Markets:** Computer, Manufacturing, OEM (Computer Systems), Software House, Systems House (Commercial OEM), Dealer/Distributor, Distributor  
**Target Industries:** OEM, Dealers  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Engineering/Customer Service: William Schultz  
**Geographic Coverage:** International  
**Year Established:** 1962  
**Number of Employees:** 42

**NYAC, INC.**  
 P.O. Box 140  
 Fresh Ridge, NJ 07060  
 (201) 758-1700  
**Major Markets:** Peripheral Manufacturing, OEM (Peripheral-Terminals), Maintenance/Other Services  
**Target Industries:** Home Computer Market  
**Contacts:**  
 Head of Sales: M. Phillips  
 Head of Software: N. S. Freedman  
 Head of Customer Service: A.H. Phillips  
**Geographic Coverage:** International  
**Year Established:** 1962

**NYCORG-TEK**  
 303 N. W. St.  
 Waukegan, IL 60092  
 (312) 945-5087  
**Major Markets:** Computer Manufacturing, OEM (Peripheral-Terminals), Software House, Systems House (Commercial OEM), Maintenance/Other Services  
**Contacts:**  
 Head of Sales/Software: David Walker  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 250

**NYLSE DIGITAL SCIENCES, INC.**  
 150 Walton Parkway  
 Maryland Heights, MO 63043  
 (314) 987-3420  
**Major Markets:** Computer Manufacturing, Systems House (Commercial OEM)  
**Target Industries:** Plumbing, Heating, Air Conditioning, Auto Parts  
**Target Applications:** Inventory Management, POS, Accounting  
**Contacts:**  
 Head of Sales: Tom Fisher  
**Geographic Coverage:** National  
**Year Established:** 1967

**Number of Employees:** 50  
**NATIONAL INVENTORY SYSTEM CORP.**

300 Canyon Way  
 Livermore, CA 94550  
 (415) 443-1989  
**Major Markets:** Peripheral Manufacturing, OEM (Peripheral-Terminals)  
**Target Industries:** OEM Market, Computer Graphics, Banking, Insurance  
**Target Applications:** Financial, Scientific  
**Contacts:**  
 Head of Sales: Bob Crippen  
 Head of Software: Richard Yasumoto  
 Head of Customer Service: Dave Pater  
**Geographic Coverage:** International  
**Year Established:** 1962  
**Number of Employees:** 13

**NOB CORP.**  
 World Headquarters  
 1700 S. Holliston Blvd.  
 Dayton, OH 45475  
 (513) 445-5000  
**Major Markets:** Component, Computer, Terminal, Peripheral

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**COMPUTERWORLD**  
 BUYER'S GUIDE

## Vendors

Communications Equipment, Office Equipment Manufacturing, Software House, Systems House (Commercial OEM), Data Services (Service Bureau), Maintenance/Other Services  
**Target Industries:** Retail, Financial, Commercial/Industrial, Medical, Education, Government  
**Target Applications:** Transaction Processing  
**Net Sales:** More than \$100 Million (1983)  
**Contacts:**  
**Head of Customer Service:** V. F. Bann  
**Geographic Coverage:** International  
**Year Established:** 1984  
**Number of Employees:** 63,000

**NEC CORP.**  
 OEM Marketing Division  
 Dayton, OH 45479  
**Major Markets:** Distributor  
**Year Established:** 1961

**NEC HOME ELECTRONICS, (S.S.) INC.**  
 Personal Computer  
 1401 Cass Ave.  
 St. Grove Village, IL 60007  
 (712) 228-2000  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Retail  
**Distribution:** Computer  
**Net Sales:** More than \$100 Million (1981)  
**Contacts:**  
**Head of Sales:** Thomas P. Hestley  
**Head of Software:** Thomas Burkhart  
**Head of Engineering:** Marlon Black-Rubin  
**Head of Customer Service:** Aaron Woods  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 80

**NEC INFORMATION SYSTEMS**  
 1414 Massachusetts Ave.  
 Burlington, MA 01715  
 (617) 863-2120  
**Major Markets:** Computer, Peripheral Manufacturing, Software House  
**Target Industries:** Pharmacy, Accountants, Legal, Resort  
**Net Sales:** \$15 Million - \$25 Million (1983)  
**Contacts:**  
**Head of Sales:** Bruce Thayer  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 500

**NEIGHTRON CORP.**  
 7865 Jackson Road  
 P.O. Box 1108  
 Ann Arbor, MI 48106  
 (313) 426-5445  
**Major Markets:** Component Manufacturing, OEM (Computer Systems), Systems House (Commercial OEM), Maintenance/Other Services  
**Target Industries:** Manufacturing  
**Target Applications:** Industrial

**Process Control**  
**Net Sales:** \$100,000 - \$200,000 (1983)  
**Geographic Coverage:** National  
**Year Established:** 1971  
**Number of Employees:** 8

**NESTAR SYSTEMS, INC.**  
 2545 E. Rayburn Road  
 Palo Alto, CA 94303  
 (415) 493-2223  
**Major Markets:** Component, Peripheral, Communications Equipment, Office Equipment  
**Manufacturing:** OEM (Peripherals-Terminals), Software House, Systems House (Commercial OEM), Dealer/Distributor  
**Major Markets:** Computer Supplies  
**Target Industries:** Banking, Financial, Manufacturing, Distribution, Government, Education  
**Target Applications:** Spreadsheet, DMS, WFP, Electronic Mail, Accounting  
**Contacts:**  
**Head of Sales:** Peter Horan  
**Head of Software:** William Coleman  
**Head of Customer Service:** Craig Russell  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 100

**NETCOM PRODUCTS, INC.**  
 430 Toyoko  
 Sunnyvale, CA 94089  
 (408) 744-0721  
**Major Markets:** Computer Manufacturing  
**Target Industries:** OEM, Universities  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 35

**NEW WORLD COMPUTER CO., INC.**  
 6624 Owens Dr.  
 Pleasanton, CA 94566  
 (415) 453-0330  
**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
**Head of Sales:** William Bowman  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 40

**NIJOLY COMPUTER EQUIPMENT**  
 777 Arnold Dr.  
 P.O. Box 3020  
 Menlo Park, CA 94025  
 (415) 372-7166  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Banking, OEM  
**Target Applications:** CAD/CAM  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
**Head of Sales:** Gary Hensel  
**Head of Software:** Linda Schulteis  
**Head of Engineering:** Steve Ernst  
**Head of Customer Service:** P. Kugel  
**Geographic Coverage:** International  
**Year Established:** 1959  
**Number of Employees:** 160

**NISSAI SANIYO AMERICA, LTD.**  
 Nissai Sangin Co., Ltd.  
 825 Third Ave.  
 New York, NY 10022  
 (212) 755-2800  
**Major Markets:** Peripheral Manufacturing, Manufacturing Representatives  
**Target Industries:** OEMs  
**Contacts:**  
**Head of Software:** J. Kanno  
**Geographic Coverage:** National  
**Year Established:** 1967  
**Number of Employees:** 100

**NEED-OF COMPUTER CORP.**  
 300 Third Ave.  
 Waltham, MA 02154  
 (617) 895-3800  
**Major Markets:** Component, Computer, Terminal, Peripheral, Communications Equipment  
**Manufacturing:** Software House, Maintenance/Other Services  
**Target Industries:** Banking, Government, Insurance, Retail  
**Target Applications:** Information Processing, DCP, Data Entry, CA  
**Net Sales:** More than \$100 Million (1983)  
**Contacts:**  
**Head of Sales:** James Adlesberger  
**Geographic Coverage:** International  
**Year Established:** 1952  
**Number of Employees:** 1,800

**NIC ELECTRONICS, INC.**  
 15641 Computer Lane  
 Huntington Beach, CA 92646  
 (714) 895-8000  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Government, OEM, Commercial, Industrial  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
**Head of Sales:** Tom Connors  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 15

**NO HALT COMPUTERS, INC.**  
 1750 New Highway  
 Farmingdale, NY 11735  
 (516) 225-2121  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Financial, Medical, Government, On-line Transaction  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
**Head of Sales/Software:** Brian Kears  
**Geographic Coverage:** International  
**Year Established:** 1962  
**Number of Employees:** 40

**NOVUS SYSTEMS**  
 Data Systems  
 34 Flagstone Dr.  
 Hudson, NY 12531  
 (603) 881-4785  
**Major Markets:** OEM (Computer Systems), Systems House (Commercial OEM), Maintenance/Other Services

**Target Industries:** Military  
**Target Applications:** Military Environment  
**Contacts:**  
**Head of Sales:** William W. Kingston  
**Head of Customer Service:** Lab Borwin  
**Geographic Coverage:** International  
**Year Established:** 1928  
**Number of Employees:** 5,007

**NORTH ATLANTIC INDUSTRIES**  
 Orono  
 80 Plant Ave.  
 Haverhill, MA 01778  
 (516) 552-8500  
**Major Markets:** Terminal, Peripheral Manufacturing, OEM (Peripherals-Terminals), Distributor, Maintenance/Other Services  
**Target Industries:** Aerospace, Government  
**Target Applications:** Data Logging, Disk Backup  
**Net Sales:** \$20 Million - \$30 Million (1983)  
**Contacts:**  
**Head of Software:** S. Richard, Raush  
**Head of Engineering:** Mario Delle  
**Head of Customer Service:** Arthur Fraich  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 425

**NORTHERN TELECOM, INC.**  
 Electronic Office Systems  
 One Park  
 P.O. Box 1222  
 Minneapolis, MN 55440  
 (612) 852-8558  
**Major Markets:** Computer, Terminal, Peripherals, Communications Equipment, Office Equipment  
**Manufacturing:** Software House, Maintenance/Other Services  
**Target Industries:** Manufacturing, Banking, Government, Education  
**Target Applications:** Inquiry/Response, Data Entry, RJE  
**Contacts:**  
**Head of Sales:** Phil McDermott  
**Head of Software:** Jerry Stoddard  
**Geographic Coverage:** International

**NORTHSTAR COMPUTERS, INC.**  
 14440 Catalina Dr.  
 San Leandro, CA 94577  
 (415) 367-8500  
**Major Markets:** Computer Manufacturing, Software House, Systems House (Commercial OEM)  
**Head of Sales:** Cherran Aiyas  
**Head of Software:** Rina Maynard  
**Head of Engineering:** Dina Williams  
**Head of Customer Service:** Dr. Mark Gershen  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 330

**NOVUS, INC.**  
 11070 Industrial Park Dr.  
 Orem, UT 84057  
 (801) 226-8202

## Vendors

**Major Markets:** Communications  
Equipment Manufacturing  
Target Industries: Industry  
Reservations  
Net Sales: \$5 Million - \$25 Million  
(1982)

**Contacts:**  
Head of Sales: Craig Burton  
Head of Software: Red Clark  
Head of Customer Service: David Owen  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 50

**NOVELL, INC.**  
1170 N. Industrial Park Dr.  
Orem, UT 84057  
(801) 226-8262

**Major Markets:** Component  
Manufacturing, Computer  
Manufacturing, Peripheral  
Manufacturing, Systems House  
(Commercial OEM)  
**Contacts:**

Head of Sales: Craig Burton  
Head of Software: Henry  
Armstrong  
Head of Engineering: Thore Major  
Head of Customer Service: K.  
Matheson  
Head of Customer Services: Jim  
Steffens  
**Geographic Coverage:** International  
**Year Established:** 1963  
**Number of Employees:** 75

**NUMERICS CORP.**

418 Pierce St.  
Lancaster, Pa. 17446  
(717) 362-2766

**Major Markets:** Peripheral  
Manufacturing  
Target Industries: Computer  
Graphics  
Target Applications: Mapping,  
Planning  
Net Sales: \$1 Million - \$5 Million  
(1982)

**Contacts:**  
Head of Sales: Phyllis Lusk  
Head of Software: Morris Rowles  
Head of Customer Service: Philip  
Henderson  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 55

**ONKLEAF CORP.**

19737 Northoff Place  
Channahon, CA 91311  
(815) 392-2766

**Major Markets:** OEM (Computer  
Systems), Software House  
Target Industries: Banking,  
Automation, Auto Dealerships, Credit  
Houses  
Target Applications: Loan  
Processing, Accounting, Inventory  
Control

**Contacts:**  
Head of Sales: Don Jackson  
Head of Software: Terry Ford  
Head of Customer Service: John  
Sawyer  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 500

**OBSERVATIONAL SYSTEMS,**

INC.  
15014 N.E. 40th St.  
Suite 201-B  
Redmond, WA 98052  
(206) 882-3604

**Major Markets:** Computer  
Manufacturing  
Target Industries: Engineering,  
Manufacturing, Research, Quality  
Control

**Contacts:**  
Head of Sales: Kathleen Hahn  
Head of Customer Service: Jim  
Garnica  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 8

**OCTAGON COMPUTER**

**SYSTEMS, INC.**  
2590 N. 1st St.  
San Jose, CA 95134  
(408) 265-7777

**Major Markets:** Computer  
Manufacturing  
**Contacts:**  
Head of Sales: Steve Topper  
Head of Software: Steve Topper  
Head of Engineering: Charles  
Goodman  
Head of Customer Service: Joel Watz

**Geographic Coverage:** International  
**Year Established:** 1962  
**Number of Employees:** 30

**OSIBATA CORP.**

532 Fellowship Road  
Mt. Laurel, NJ 08054  
(609) 235-2600

**Major Markets:** Peripheral  
Manufacturing, Maintenance/Other  
Services  
**Contacts:**  
Head of Sales: Robert Rodwell  
Head of Customer Service: K. Kane  
Head of Customer Service: Robert  
Garrison  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 300

**OLIVETTI OPE PERIPHERALS,**

INC.  
550 Vista Plains Road  
Tarrytown, NY 10591  
(914) 631-3000

**OLYMPIA USA, INC.**  
Route 22  
P.O. Box 32  
Somerville, NJ 08876  
(212) 722-7000

**Major Markets:** Computer, Office  
Equipment Manufacturing, OEM  
(Peripherals/Terminals)  
Miscellaneous Computer Supplies  
Net Sales: \$25 Million - \$100 Million  
(1981)

**Contacts:**  
Head of Sales: William Lubiano  
Head of Software: Carl Robbins  
**Geographic Coverage:** National  
**Year Established:** 1940  
**Number of Employees:** 260

**OMNIBATA**

5717 Cors Ave.  
Westlake Village, CA 91362

(313) 991-0910

**Major Markets:** Computer  
Communications Equipment, Office  
Equipment Manufacturing  
Target Industries: CA, Small  
Business

**Contacts:**  
Head of Sales: George Greenman  
Head of Customer Service: Raymond  
Lee  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 90

**ORTIL,**

250 Crossings Park Dr.  
Woodbury, NY 11797  
(516) 364-2121

**Major Markets:** Computer  
Manufacturing, Software House,  
Dealer  
**Contacts:**  
Head of Sales: Andy Mathews  
Head of Software: John Brul  
Head of Customer Service: Iva Hess  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 250

**ORTZ & IN,**

International Services, Inc.  
1581 Barclay Dr.  
Cupertino, CA 95014  
(408) 448-8778

**Major Markets:** Component,  
Peripheral Manufacturing  
Target Industries: Small Businesses  
Target Applications: Small  
Computer Systems  
**Contacts:**  
Head of Sales: Joel Levine  
Head of Customer Service: Betty  
Swett

**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 800

**ORTZ SYSTEMS**

25 E. Trivett Road  
San Jose, CA 95131  
(408) 346-6330

**Major Markets:** Computer, Terminal  
Manufacturing, Systems House  
(Commercial OEM)  
Target Industries: Small Businesses  
Target Applications: Commercial  
Net Sales: \$25 Million - \$100 Million  
(1981)

**Contacts:**  
Head of Sales: Tom Anthony  
Head of Software: Rebecca Costa  
Head of Engineering: Charles Purge  
Head of Customer Service: Dave  
Mastey  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 200

**OPE PRINTERS, INC.**

555 Vista Plains Road  
Tarrytown, NY 10591  
(914) 631-3000

**Major Markets:** Peripheral  
Manufacturing, Manufacturing  
Representatives  
**Contacts:**  
Head of Marketing/Sales: Riccardo  
Minto  
Head of Software: Ron Vonderbilt

Head of Customer Service: R. Tard  
**Geographic Coverage:** National  
**Year Established:** 1963  
**Number of Employees:** 10

**OPTONICS INTERNATIONAL,**

INC.  
7 Shant Road  
Chatham, MA 01824  
(617) 294-4511

**Major Markets:** OEM (Computer  
Systems), Software House, Systems  
House (Commercial OEM)  
Target Industries: CAD/CAM, Digital  
Cartography, Remote Sensing,  
Biomedical

**Contacts:**  
Head of Sales: James DeLay  
Head of Engineering: Brett Layton  
Head of Customer Service: Greg  
Detamore  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 100

**OSBORNE COMPUTER CORP.**

2638 Date Court  
Hayward, CA 94608  
(415) 887-8666

**Major Markets:** Computer  
Manufacturing  
Target Industries: Personal  
Business Computer  
Net Sales: \$50 Million - \$75 Million  
(1983)

**Contacts:**  
Head of Sales: David Miller  
Head of Software: Fred Schmidt  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 35

**OSI COMPUTER CORP.**

885 Clyde Ave.  
Mountain View, CA 94043  
(415) 951-8880

**Major Markets:** Computer  
Manufacturing  
Target Applications: Private  
Computers  
**Contacts:**  
Head of Sales/Software: Neil A.  
Scheidt  
Head of Customer Service: Ralph  
Morison  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 125

**OTAN DATA, INC.**

271 N. Mainline Ave.  
Sunnyvale, CA 94086  
(408) 738-4808

**Major Markets:** Peripheral  
Manufacturing  
**Contacts:**  
Head of Sales: Michael Barrard  
**Geographic Coverage:** International  
**Year Established:** 1962  
**Number of Employees:** 6

**OTRONA CORP.**

4725 Walnut St.  
Boulder, CO 80501  
(303) 444-8100

**Major Markets:** Computer  
Manufacturing

## Vendors

**Target Industries:** Engineering, Insurance, Scientific, Field Testing  
**Contacts:**  
Head of Sales: Joe Calabro  
Head of Customer Service: Ronald J. Langerman  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 200

**PHARMACIA INDUSTRIAL CO.**  
Manufacture Electronic Corp. of America  
One Persimmon Way  
Secaucus, NJ 07094  
(201) 348-7000  
**Major Markets:** Computer, Communications Equipment, Office Equipment, Manufacturing, OEM (Computer Systems), OEM (Peripheral Terminals), Dealer/Distributor, Maintenance/Other Services  
**Target Industries:** Banking, Manufacturing, Retail  
**Target Applications:** Data Entry, CA  
**Contacts:**  
Head of Sales: Scott Michaels  
Head of Software: Joe Shomoku  
**Geographic Coverage:** International  
**Year Established:** 1960  
**Number of Employees:** 800

**PARCO INTERNATIONAL, INC.**  
253 N. Midland Ave.  
Saddle Brook, NJ 07662  
(201) 784-8881  
**Major Markets:** Computer Manufacturing, OEM (Computer Systems), OEM (Peripheral Terminals), Systems House (Commercial OEM)  
**Target Industries:** Financial, DP  
**Target Applications:** Access Control, Alarm Monitoring, Time and Attendance, Traffic Control  
**Contacts:**  
Head of Sales/Software: John Parniano  
Head of Customer Service: Susan Carbo  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 20

**PAR SYSTEMS**  
4215 S. Market Court  
Unit H  
Sacramento, CA 95834  
(916) 352-5454  
**Major Markets:** Computer, Computer, Peripheral Manufacturing, OEM (Computer Systems), Software House  
**Target Industries:** Engineering, Financial, Scientific  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
Head of Sales: Dave Albig  
**Geographic Coverage:** National  
**Year Established:** 1977  
**Number of Employees:** 20

**PARSONS, INC.**  
38 Green St.  
Watfham, MA 02154  
(617) 853-4200

**Major Markets:** Terminal, Peripheral Manufacturing  
**Target Industries:** Insurance, Systems Houses, Bank/Finance, Manufacturing  
**Contacts:**  
Head of Sales: Gerald Babb  
Head of Software: Bruce Brooks  
Head of Customer Service: Dana Richmond  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 42

**PERTEL OF AMERICA, LTD.**  
2715 Columbia St.  
Torrance, CA 90503  
(213) 320-3631  
**Major Markets:** Computer, Manufacturing, Peripheral Manufacturing, Dealer  
**Target Industries:** Commercial, Consumer  
**Head of Sales/Software:** M. Osoke  
Head of Engineering: Y. Shinkoda  
Head of Customer Service: T. Osoke  
**Geographic Coverage:** International  
**Year Established:** 1965  
**Number of Employees:** 300

**PERKINS INTERNATIONAL, INC.**  
11201 Piquette Road  
Dulles, VA 22043  
(714) 242-7081  
**Major Markets:** Peripheral Manufacturing  
**Net Sales:** \$15 Million - \$20 Million (1983)  
**Contacts:**  
Head of Sales: Hal Gage  
Head of Software: Don Roden  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 110

**PERKINS-ELMER**  
Data Systems Group  
2 Crescent Plaza  
Overton, NJ 07757  
(201) 875-4712  
**Major Markets:** Computer Manufacturing, Terminal Manufacturing, OEM (Peripherals-Terminals), Software House, Systems House (Commercial OEM)  
**Target Industries:** Financial, Scientific, Geophysical, Aerospace and Weapons  
**Target Applications:** CAD/CAM, Simulation, Training  
**Net Sales:** More Than \$100 Million (1983)  
**Contacts:**  
Head of Sales: P. J. Zivile  
Head of Software: K. O'Connor  
Head of Engineering: S. Aho  
Head of Customer Service: David I. Caplan  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 2,000

**PERITY DATA SYSTEMS, INC.**  
3401 Spring Forest Road  
Raleigh, NC 27604  
(919) 878-8100  
**Major Markets:** Terminal, Peripheral Manufacturing, OEM (Computer Systems)  
**Target Industries:** OK, Auto;

**Restaurants, Government, Target Applications:** Government Operations, Building Supplies, Restaurants, PDS  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
Head of Customer Service: Bob Browning  
**Geographic Coverage:** National  
**Year Established:** 1967  
**Number of Employees:** 50

**PERIOD, INC.**  
12624 Cephus Ave.  
Hawthorne, CA 90250  
(213) 777-7538  
**Major Markets:** Peripheral Manufacturing, Dealer/Distributor, Maintenance/Other Services  
**Contacts:**  
Head of Sales: Darlene Brown  
Head of Software: S. Anoy  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 50

**PERSONAL INFO**  
**COMPUTERS, INC.**  
475 5th St.  
Mountain View, CA 94043  
(415) 952-0200  
**Major Markets:** Computer, Peripheral, Communications Equipment, Office Equipment Manufacturing  
**Target Industries:** Large Corporations, OEM, System Houses, Government  
**Contacts:**  
Head of Sales: Ron Trivett  
Head of Software: George Mawson  
**Geographic Coverage:** International  
**Year Established:** 1960

**PERTEC COMPUTER CORP.**  
17112 Armstrong Ave.  
Irvine, CA 92714  
(714) 650-6480  
**Major Markets:** Computer Manufacturing, Terminal Manufacturing, Software House  
**Target Industries:** OEM, Dealer, Distributor  
**Contacts:**  
Head of Sales: Roberto Maldonado  
Head of Software: Lawrence Culliford  
**Geographic Coverage:** International  
**Year Established:** 1967  
**Number of Employees:** 500

**PHASCOM, INC.**  
8720 Old Courthouse Road  
Narva, VA 22780  
(703) 281-0216  
**Major Markets:** Peripheral Manufacturing, OEM (Computer Systems), Software House  
**Target Industries:** Government, Commercial  
**Net Sales:** \$100,000 - \$500,000 (1983)  
**Contacts:**  
Head of Sales/Software: Mrs. Michael Ann Brown  
**Geographic Coverage:** National  
**Year Established:** 1975  
**Number of Employees:** 5

**PHASE INFORMATION**  
**MACHINES CORP.**  
1650 E. Redfield  
Scottsdale, AZ 85260  
(602) 991-4850  
**Major Markets:** Computer, Terminal Manufacturing  
**Target Industries:** 3270 Companies  
**Contacts:**  
Head of Sales: Michael Denning  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 55

**PHILIPS PERIPHERALS, INC.**  
385 Oyster Point Blvd.  
Unit 1E  
S. San Francisco, CA 94080  
(415) 952-3900  
**Major Markets:** Peripheral Manufacturing, Dealer/Distributor  
**Contacts:**  
Head of Software: Meryl Marthey  
Head of Customer Service: Warren Whittington  
**Geographic Coverage:** National  
**Year Established:** 1983  
**Number of Employees:** 6

**PHOENIX DIGITAL CORP.**  
2315 N. 35th Ave.  
Phoenix, AZ 85008  
(602) 275-3581  
**Major Markets:** Computer, Terminal, Communications Equipment Manufacturing, OEM (Computer Systems), Maintenance/Other Services, Process automaton computer  
**Target Industries:** Automotive, Chemical, Food, Rubber, Diversified Products  
**Target Applications:** Data Acquisition, Process Control, Monitoring, Man and Machine Interfacing  
**Contacts:**  
Head of Sales: Gerald Trussard  
Head of Software/Engineering: Doug Hawkins  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 30

**PHOENIX MICROSYSTEMS, INC.**  
8200 Whiteburg Dr.  
Huntsville, AL 35893  
(205) 981-2173  
**Major Markets:** Computer Manufacturing, OEM (Computer Systems), Software House, Systems House (Commercial OEM), Test Equipment Manufacturing  
**Target Industries:** Telecommunication  
**Target Applications:** Testing  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
Head of Sales: Mel Mark  
Head of Customer Service: Mark Hoffman  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 35

## Vendors

**PIEL COMPUTER, INC.**  
260 Fordham Road  
Wilmington, MA 01887  
(617) 837-8702  
Major Markets: Computer, Terminal,  
Office Equipment Manufacturing,  
Maintenance/Other Services;  
Miscellaneous Computer Supplies  
Target Industries: OEM, Medical,  
Scientific, Reseller; Commercial  
Headquarters  
Net Sales: Less than \$100,000  
(1991)

**Consort:**  
Head of Sales: Roy Mott  
Head of Customer Service: Vahrah  
Eriksson  
Geographic Coverage: International  
Year Established: 1983  
Number of Employees: 130

**PLESSEY PERIPHERAL  
SYSTEMS, INC.**  
17488 Dumbier Ave.  
Irvine, CA 92714  
(714) 540-8945

Major Markets: Computer,  
Peripheral Manufacturing, OEM  
(Computer Systems), Systems  
House (Commercial) OEM  
Consort:  
Head of Sales: Jack Hest  
Head of Software: Samuel  
Sutcliffe  
Head of Engineering: Randy Hardy  
Head of Customer Service: Bob  
Edger

Geographic Coverage: International  
Year Established: 1972  
Number of Employees: 350

**POINT FOUR DATA CORP.**  
2588 McCabe Way  
Irvine, CA 92714  
(714) 803-1111

Major Markets: Computer  
Manufacturing, Software House,  
Distributor  
Target Industries: OEM, Systems  
House, General Business, Electron  
Office Management  
Target Applications: Project  
Management, Code Generation  
Net Sales: \$25 Million - \$100 Million  
(1993)

Consort:  
Head of Sales: Robin Oliver  
Head of Customer Service: Donald  
Smith  
Geographic Coverage: International  
Year Established: 1989  
Number of Employees: 170

**POLYMERUS NAVIGATION  
SYSTEMS, INC.**  
A Division of McDonnell Douglas  
Electronics Co.  
Hercules Dr.  
P.O. Box 160  
Cockeysville, VT 05446  
(602) 805-3156

Major Markets: Peripheral  
Manufacturing, Maintenance/Other  
Services  
Target Industries: Military  
Net Sales: \$1 Million - \$5 Million  
(1993)  
Consort:  
Head of Sales: Jack Scully

Head of Customer Service: Eric  
Blood  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 40

**POLD MICRO SYSTEMS, INC.**  
2370 El Camino Real W.  
Menlo Park, CA 94040  
(415) 948-2990  
Major Markets: Computer  
Manufacturing  
Target Industries: Small Business  
Consort:  
Head of Sales: Robert Sherwood  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 20

**POLYON INDUSTRIES**  
8600 Northwestern Blvd  
New Orleans, LA  
(504) 282-5372  
Major Markets: Peripheral  
Manufacturing  
Target Industries: Computer Stores,  
OEM  
Target Applications: Micro  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 14

**POLYSPRING SYSTEMS**  
5330 Debie Road  
Santa Barbara, CA 93111  
(805) 967-2485  
Major Markets: Computer  
Manufacturing  
Target Industries: Small Business  
Target Applications: Business  
Net Sales: \$5 Million - \$25 Million  
(1991)

Consort:  
Head of Sales/Software: Ken Gude  
Head of Engineering: Larry Arak  
Head of Customer Service: Mark  
Macklin  
Geographic Coverage: International  
Year Established: 1976  
Number of Employees: 65

**PRIME CORP.**  
26 W. Montague Expressway  
San Jose, CA 95134  
(408) 446-4000  
Major Markets: OEM (Computer  
Systems)  
Target Industries: OEM  
Consort:  
Head of Sales: Ben Tanguchi  
Head of Software: Bob Lawrence  
Head of Customer Service: Alton A.  
Wilson  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 900

**PRIMABUS, INC.**  
600 Johnson Ave.  
Bismarck, NY 11719  
(516) 567-4200  
Major Markets: Peripheral  
Manufacturing, Maintenance/Other  
Services  
Target Industries: Computer  
Manufacturing  
Head of Sales/Software: Ted  
Reynolds

Head of Engineering: David Chang  
Head of Customer Service: Moss Chu  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 120

**PRINTECH CORP.**  
8040 Northside Dr.  
Irvine, CA 92714  
(404) 448-2675  
Major Markets: Peripheral  
Manufacturing  
Target Industries: Manufacturing,  
Engineering  
Target Applications: CAD/CAM,  
Business Graphics  
Net Sales: \$1 Million - \$5 Million  
(1993)  
Consort:  
Head of Sales/Software: Philip Fick  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 35

**PRINTTEC, INC.**  
1517 Townline Road  
Barnon Harbor, MD 46022  
(501) 925-3200  
Major Markets: Peripheral  
Manufacturing  
Target Industries: OEM, Distributor  
Dealer  
Target Applications: Word  
Processing, Office Productivity, Data  
Processing  
Net Sales: \$10 Million - \$15 Million  
(1993)  
Consort:  
Head of Sales: Charles Offshore  
Head of Software: Wayne Jurdy  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 10

**PRINTTECH, INC.**  
17350 Cartwright Road  
P.O. Box 19228  
Irvine, CA 92616  
(714) 548-7700  
Major Markets: Peripheral  
Manufacturing  
Target Applications: Graphics  
Net Sales: \$25 Million - \$100 Million  
(1991)

Consort:  
Head of Sales: Mel Pean  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 1,000

**PRODIGY SYSTEMS, INC.**  
333 W. 52nd St.  
New York, NY 10019  
(212) 545-0274  
Major Markets: OEM (Peripheral  
Manufacturing), Software House,  
Systems House (Commercial) OEM  
Target Industries: Banking, Printing,  
Education, Small Business  
Target Applications: Job Costing,  
Word Processing, Accounting,  
Banking  
Net Sales: \$1 Million - \$5 Million -  
(1993)  
Consort:  
Head of Sales: Howard Mans  
Geographic Coverage: Regional  
Year Established: 1981  
Number of Employees: 7

**PRODUCT ASSOCIATES, INC.**  
485 Convention Way  
Rockwood City, CA 94083  
(415) 884-3121  
Major Markets: Computer,  
Communications Equipment, Office  
Equipment Manufacturing, OEM  
(Computer Systems), OEM  
(Peripheral Systems)  
Target Industries: Education,  
Government, Medical, Scientific  
Target Applications: Education,  
Office  
Net Sales: \$1 Million - \$5 Million  
(1992)

Consort:  
Head of Sales: Joseph DePafo  
Head of Customer Service: Robert  
McDonnell  
Geographic Coverage: International  
Year Established: 1976  
Number of Employees: 10

**PROLOG CORP.**  
3411 Garden Way  
Montevideo, CA 92040  
(408) 372-4889  
Major Markets: Component,  
Computer Manufacturing, Software  
House, Manufacturing sub-systems  
Target Industries: OEM,  
Engineering  
Target Applications: Industrial  
Control  
Net Sales: \$15 Million - \$30 Million  
(1993)  
Consort:  
Head of Sales: Chuck Cohn  
Head of Software: Howard James  
Head of Customer Service: Helene  
McDonnell  
Geographic Coverage: International  
Year Established: 1972  
Number of Employees: 250

**PRO LOG TECHNOLOGIES,  
INC.**  
17871 M. Sycamore Circle Dr.  
Irvine, CA 92714  
(714) 250-0435  
Major Markets: Peripheral  
Manufacturing, Software House,  
Systems House (Commercial) OEM  
Target Industries: Military,  
Research, Biomedical, Quality  
Control  
Consort:  
Head of Sales: Barry Horst  
Head of Customer Service: Dan  
Morse  
Geographic Coverage: National  
Year Established: 1975  
Number of Employees: 15

**PROLOG COMPUTERS, INC.**  
3730 Sygskov Dr.  
Torrance, CA 90505  
(213) 538-6400  
Major Markets: Computer  
Manufacturing  
Target Industries: Retail, System  
Integrator  
Consort:  
Head of Software: Burton Mintz  
Head of Customer Service: Skip  
Hanson  
Geographic Coverage: National  
Year Established: 1980  
Number of Employees: 30

## Vendors

**PATTON**  
16502 Van Kamen  
Irma, CA 92714  
(714) 862-6561

Major Markets: Computer, Terminal  
Manufacturing; Maintenance/Other  
Services  
Target Industries: Printing; Office  
Peripherals  
Target Applications: Graphics;  
Process Control; Mapping  
Net Sales: \$1 million - \$5 million  
(1982)

Contacts:  
Head of Sales/Software: Herbert B.  
Berkeley  
Head of Customer Service: Paul  
Gosselin  
Geographic Coverage: National  
Year Established: 1978  
Number of Employees: 20

**PULAM ELECTRONICS CORP.**  
8544 Mission Ave.  
Chesham, CA 91331  
(213) 700-7800  
Major Markets: Component,  
Computer Manufacturing  
Target Industries: Government  
Contracts  
Head of Sales: Donald Jacob  
Geographic Coverage: National  
Year Established: 1978  
Number of Employees: 70

**Q & P COMPUTER SYSTEMS**  
12500 Brookville Road  
Brookville, OH 44141  
(216) 526-0838  
Major Markets: Computer  
Manufacturing; OEM (Computer  
Systems)  
Target Industries: OEM; General  
Business  
Target Applications: Accounting;  
Medical; Order Entry; Inventory  
Controls  
Head of Sales: Ken Perlich  
Head of Engineering: Randy Larson  
Head of Customer Service: David  
Kally  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 19

**QIL, INC.**  
60 Faxon Road  
Searcy, NJ 07081  
(201) 279-1420  
Major Markets: Computer,  
Communications Equipment  
Manufacturing; OEM (Computer  
Systems); Maintenance/Other  
Services  
Target Industries: Electric Power;  
Oil and Gas; Water Control;  
Transportation  
Target Applications: Time  
Harvesting; Scale Systems  
Net Sales: \$5 million - \$10 million  
(1982)  
Contacts:  
Head of Sales/Software: Stanley  
Lander  
Head of Engineering: Jose  
Domergue  
Head of Customer Service: Vincent  
Ingito  
Geographic Coverage: International

Year Established: 1960  
Number of Employees: 110

**SHALOBY**  
(Formerly Data Systems Design)  
2241 Lundy Ave.  
San Jose, CA 95131  
(408) 548-5800  
Major Markets: Peripheral  
Manufacturing  
Contacts:  
Head of Sales/Software: George Pelt  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 200

**SHANTON CORP.**  
1804 McCarthy Blvd.  
Alpharetta, GA 30205  
(408) 262-1100  
Major Markets: Peripheral  
Manufacturing  
Target Industries: OEM; Distribution  
Net Sales: \$10 million - \$15 million  
(1982)  
Contacts:  
Head of Sales: James Wilson  
Head of Engineering: Richard Taylor  
Head of Customer Service: Arthur  
Gallo  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 300

**SHAY CORP.**  
22 Meriden Road  
P.O. Box 782  
Eatontown, NJ 07724  
(201) 542-7340  
Major Markets: Computer  
Manufacturing  
Target Industries: Insurance,  
Banking, Small Business  
Target Applications: Business  
Accounting; Insurance Rating; Floor  
Planning; Retail Credit  
Contacts:  
Head of Sales: George Hill  
Head of Customer Service: Michael  
Harris  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 28

**SIDDES, INC.**  
3 Quince Dr.  
Menasha, WI 54942  
(201) 548-2125  
Major Markets: Component  
Manufacturing; OEM (Peripheral  
Terminals); Maintenance/Other  
Services  
Target Industries: OEM Market  
Contacts:  
Head of Sales/Software: Mike Chaf  
Head of Customer Service: Howard  
Levy  
Geographic Coverage: National  
Year Established: 1973  
Number of Employees: 100

**QUINTON RESEARCH, INC.**  
2007 Eton Ave.  
Chesham, CA 91331  
(213) 706-6000  
Major Markets: Component,  
Peripheral, Communications  
Equipment Manufacturing  
Contacts:  
Head of Software: Paul Guberson

Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 45

**SWEET ELECTRONICS**  
2264 Heath Ave.  
Santa Clara, CA 95051  
(408) 988-1845  
Major Markets: Computer  
Manufacturing; OEM (Peripheral  
Terminals); Distributor  
Net Sales: \$1 million - \$5 million  
(1982)  
Geographic Coverage: National  
Year Established: 1978  
Number of Employees: 12

**SURE CORP.**  
2250 Curie Dr.  
San Jose, CA 95131  
(408) 942-4000  
Major Markets: Peripheral  
Manufacturing; Miscellaneous  
Computer Supplies  
Contacts:  
Head of Sales: Randall Hawks  
Head of Customer Service: Alan  
McVicar  
Geographic Coverage: International  
Year Established: 1973  
Number of Employees: 2,800

**SWIFT SYSTEMS, INC.**  
3863 Commercial Ave.  
Northbrook, IL 60062  
(312) 488-5080  
Major Markets: Computer,  
Peripheral Manufacturing  
Target Industries: Corporate  
Telecommunications  
Contacts:  
Head of Sales: Kerry Sordani  
Head of Software: Arnold Jacobs  
Head of Customer Service: Don  
Marlin  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 100

**SI CORP.**  
480 4th Rd.  
Coram, NY 11727  
(516) 722-3020  
Major Markets: Computer  
Manufacturing  
Contacts:  
Head of Sales: Glenn Mohr  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 20

**RACAL-BARA INSTRUMENTS, LTD.**  
4 Goodwin St.  
P.O. Box C18541  
Irvine, CA 92715  
(714) 825-2020  
Major Markets: Peripheral  
Manufacturing; Systems House  
(Commercial OEM)  
Target Industries: Industrial  
Aerospace, Military  
Target Applications: Automatic  
Testing  
Contacts:  
Head of Customer Service: Nelson  
Urbaniak  
Geographic Coverage: International  
Year Established: 1961

Number of Employees: 250  
**RACAL-HELDA, INC.**  
6250 Northwest 27 Way  
Fort Lauderdale, FL 33309  
(904) 362-8900  
Major Markets: Terminal,  
Communications Equipment  
Manufacturing  
Net Sales: More than \$100 million  
(1982)  
Contacts:  
Head of Sales: Alan Mastandrea  
Head of Software: Mel Kanny  
Geographic Coverage: International  
Year Established: 1955  
Number of Employees: 3,500

**RADIAN CORP.**  
P.O. Box 9548  
Austin, TX 78766  
(512) 454-4787  
Major Markets: Component,  
Computer Manufacturing; OEM  
(Computer Systems); Software  
Houses; Distributor  
Maintenance/Other Services  
Target Industries: Energy  
Controls  
Head of Sales: P. Scott Lagrone  
Head of Software: Ted Hudson  
Head of Customer Service: R. M.  
Velle  
Geographic Coverage: International  
Year Established: 1968  
Number of Employees: 809

**RADIX CORP.**  
4745 Wiley Post Way  
600 Plaza Ste.  
Salt Lake, UT 84115  
(801) 527-1717  
Major Markets: Computer  
Manufacturing; Software Houses;  
Systems House (Commercial OEM)  
Target Industries: Banking  
Net Sales: \$1 million - \$5 million  
(1981)  
Contacts:  
Head of Sales: David Kossmer  
Head of Customer Service: Lorne  
R. Thom  
Geographic Coverage: National  
Year Established: 1969  
Number of Employees: 70

**RAIR COMPUTER CORP.**  
4121 Burton Dr.  
Santa Clara, CA 95050  
(408) 986-1760  
Major Markets: Computer  
Manufacturing  
Target Industries: OEM System  
Houses  
Target Applications: Business  
Net Sales: \$5 million - \$25 million  
(1981)  
Contacts:  
Head of Sales: Mike Sayer  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 150

**RAMTEC CORP.**  
2211 Lawson Lane  
Santa Clara, CA 95050  
(408) 988-2211  
Major Markets: Computer, Terminal  
Manufacturing; Distributor



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## 1. BUSINESS/INDUSTRY

- End Users  
 10 Manufacturer (other than computer)  
 20 Finance/Insurance/Real Estate  
 30 Machinery/Equipment  
 40 Wholesale/Retail Trade  
 50 Business Service (except CP)  
 60 Government — State, Federal, Local  
 70 Public Utility/Communication Systems/Transportation  
 80 Mining/Construction/Processing/Refining  
 90 Other User

Please Specify

- Vendor  
 90 Manufacturer of Computers, Computer-Related Systems or Peripherals  
 80 Computer Service Bureau/Software/Planning/Consulting  
 60 Computer/Peripheral Dealer/Distributor/Reseller  
 50 Other Vendor

Please Specify

## 2. OCCUPATION/FUNCTION

- 11 President/Owner/Partner/General Manager  
 12 VP/Assistant VP  
 13 Treasurer/Controller/Financial Officer  
 21 Director/Manager/Supervisor DP/HIS Services  
 22 Director/Manager of Operations/Planning/Admin. Serv.  
 23 Systems Manager/Systems Analyst  
 31 Manager/Supervisor Programmer  
 32 Programmer/Methods Analyst  
 36 OK/VP Director/Manager/Supervisor  
 38 Data Control Network Systems Mgmt.  
 41 Engineer/Scientist/R&D/Technical Mgmt.  
 42 Manufacturing Sales Rep./Sales Marketing Mgmt.  
 43 Consulting Management  
 75 Medical/Health Accounting/Management  
 80 Educator/Journalist/Librarian/Student  
 90 Other

Please Specify

## 3. COMPUTER INVOLVEMENT

Types of equipment with which you are personally involved either as a user, vendor or consultant (circle all that apply)

- A. Mainframes/Supersystems  
 B. Microcomputers/Small Business Computers  
 C. Microcomputers/Desktops  
 D. Communications Systems  
 E. Office Automation Systems

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**COMPUTERWORLD**  
 THE NEWSWEEKLY FOR THE COMPUTER COMMUNITY

## Vendors

**Target Industries:** Engineering, Manufacturing  
**Target Applications:** CAD/CAM, Imaging  
**Net Sales:** \$50 Million - \$50 Million (1983)  
**Contacts:**  
 Head of Sales: Peter W. Cassidy  
 Head of Software: Steve Johnson  
 Head of Customer Service: Keith Soran  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 535

**RAMA SYSTEMS**  
 21300 Superior St.  
 Chesham, CA 91311  
 (714) 709-5484  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Manufacturing, Distribution  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
 Head of Sales: Michael Joseph  
 Head of Software: Jerry Jeter  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 100

**EASTON GRAPHICS, INC.**  
 P.O. Box 23354  
 Tyng, OH 47223  
 (505) 550-2241  
**Major Markets:** Computer Manufacturing, OEM (Computer Systems), Manufacturing Special Systems  
**Target Industries:** Engineering, Medical, Manufacturing  
**Contacts:**  
 Head of Sales: William Smith  
 Head of Customer Service: David Johnson  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 19

**SATYEND BISHNOO, INC.**  
 Recorder Products  
 217 Smith St.  
 Middletown, CT 06457  
 (203) 832-1093  
**Major Markets:** Peripheral Manufacturing  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Bruce Greenfield  
 Head of Customer Service: Fred Ochotowski  
**Geographic Coverage:** International  
**Year Established:** 1958  
**Number of Employees:** 50

**REYNOLDS & REYNOLDS CO.**  
 Raytheon Data Systems  
 115 Norwood Park S.  
 Norwood, MA 02062  
 (617) 782-6720  
**Major Markets:** Computer, Terminal, Peripheral, Communications Equipment, Office Equipment  
**Geographic Coverage:** OEM (Peripheral-Terminal), Dealer/Distributor, Maintenance/Other Services

**REYNOLDS & REYNOLDS CO.**  
 P.O. Box 1005  
 Dayton, OH 45401  
 (513) 443-2000

**Target Industries:** Transportation, Banking, Manufacturing, Distribution  
**Target Applications:** Data Entry, Inventory, CA  
**Net Sales:** More than \$100 Million (1984)  
**Contacts:**  
 Head of Sales: John O. Hopper  
 Head of Software: Thomas C. Caron  
 Head of Engineering: Joan Jacobs  
 Head of Customer Service: Richard Gaffney  
**Geographic Coverage:** International  
**Year Established:** 1965  
**Number of Employees:** 5,000

**RECOGNITION EQUIPMENT, INC.**  
 2771 Gravelly Road  
 Irving, TX 75061  
 (214) 579-6000  
**Major Markets:** Computer Manufacturing, OEM (Computer Systems)  
**Target Industries:** Banking, Petroleum, Insurance, Utilities  
**Target Applications:** OCR, Documentation Processing, Subscription Filing, Retail Cost Billing  
**Net Sales:** More than \$100 Million (1984)  
**Contacts:**  
 Head of Sales: Robert G. Ready  
 Head of Software: John Hall  
 Head of Customer Service: Iest Sherrington  
**Geographic Coverage:** International  
**Year Established:** 1961  
**Number of Employees:** 2,800

**RENAISSANCE MARKETING, INC.**  
 P.O. Box 261  
 Huntington, NY 11743  
 (516) 271-2389  
**Major Markets:** Peripheral Manufacturing, Data Services (Service Bureau), Dealer/Distributor, Maintenance/Other Services  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales/Software: R. J. Murray  
 Head of Customer Service: F. J. Delano  
**Geographic Coverage:** National  
**Year Established:** 1975

**RETAIL SOLUTIONS, INC.**  
 1211 Altonwood Ave.  
 Sunnyvale, CA 94088  
 (408) 734-0853  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Retail  
**Target Applications:** Inventory Control, Purchasing, POS  
**Contacts:**  
 Head of Sales: Robert Krapp  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 25

**REYNOLDS & REYNOLDS CO.**  
 P.O. Box 1005  
 Dayton, OH 45401  
 (513) 443-2000

**Major Markets:** Systems House (Commercial/OEM), Miscellaneous Computer Supplies  
**Target Industries:** Automobile, Aircraft, Truck Dealerships  
**Target Applications:** Accounting, Dealerships, Parts Inventory  
**Net Sales:** More than \$100 Million (1983)  
**Contacts:**  
 Head of Sales: Chuck Proud  
 Head of Software: Mike Mottord  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 3,400

**R-S-B DESIGN, INC.**  
 880 West Ave.  
 Santa Clara, CA 95050  
 (408) 748-0403  
**Major Markets:** Peripheral Manufacturing, OEM (Peripheral-Terminal)  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 18

**ROOM OF AMERICA**  
 5 Dedick Place  
 W. Caldwell, NJ 07006  
 (201) 882-3292  
**Major Markets:** Peripheral Manufacturing, OEM (Peripheral-Terminal)  
**Geographic Coverage:** International  
**Year Established:** 1958  
**Number of Employees:** 18,000

**ROBBIE CORP.**  
 25821 Coronado  
 Mission Viejo, CA 92691  
 (714) 770-3085  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Contacts:**  
 Head of Sales: Malcolm Dutton  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 200

**ROLAND DR.**  
 7200 Dominion Ave.  
 Los Angeles, CA 90040  
 (213) 985-5141  
**Major Markets:** Component, Peripheral Manufacturing  
**Contacts:**  
 Head of Sales: Dennis Black  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 35

**ROUSON SYSTEMS, INC.**  
 215 Candace Dr.  
 Hartford, CT 06111  
 (203) 534-2303  
**Major Markets:** Computer Manufacturing, OEM (Computer Systems)  
**Target Industries:** OEM  
**Target Applications:** Word Processing, Data Base Management, Spreadsheet  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
 Head of Sales/Software: Richard A. Young

**Head of Customer Service:** Jerry A. Horn  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 50

**SAGE COMPUTER**  
 4905 Energy Way  
 Plano, TX 75052  
 (714) 522-6888  
**Major Markets:** Computer Manufacturing  
**Net Sales:** \$10 Million - \$15 Million (1983)  
**Contacts:**  
 Head of Sales: William R. Dettner  
 Head of Engineering: Bob Bonham  
 Head of Customer Service: Paul Line  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 85

**SANTA CLARA SYSTEMS, INC.**  
 180 Haring Dr.  
 San Jose, CA 95131  
 (408) 287-4640  
**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
 Head of Sales: David Evans  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 50

**SANTOS CORP.**  
 8 Columbia Dr.  
 Armonk, NY 10503  
 (914) 882-1000  
**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
 Head of Sales: John Taggart  
 Head of Software: Ron Blaskow  
 Head of Customer Service: John Minis  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 81

**SANTO BUSINESS SYSTEMS CORP.**  
 51 Joseph St.  
 Monroeville, PA 15146  
 (412) 445-8300  
**Major Markets:** Computer, Terminal, Peripheral, Office Equipment  
**Manufacturing:** OEM (Peripheral-Terminal), Software House, Dealer, Maintenance/Other Services  
**Contacts:**  
 Head of Sales: N. Yamashita  
 Head of Software: Arthur Shiner  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 182

**SANBATA AUTOMATION**  
 1500 N. Washington Blvd.  
 San Antonio, TX 78207  
 (813) 365-4770  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Oil, Government, Chemical  
**Target Applications:** Instrumentation  
**Contacts:**  
 Head of Sales: Mike Weeks

## Vendors

**Geographic Coverage:** International  
**Year Established:** 1953  
**Number of Employees:** 250

### BYLOR ELECTRONICS

**INTERNATIONAL**  
 400 Hot Springs Road  
 Carson City, NV 89701  
 (702) 882-1184  
**Major Markets:** Peripheral  
 Manufacturing  
**Net Sales:** \$100,000 - \$500,000  
 (1982)  
**Contacts:**  
 Head of Sales: Jaylene L. Baylor  
 Head of Customer Service: Tom Poon

**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 7

### BOINC COMPUTER SYSTEMS

**COMP.**  
 14852 N. E. 21st Circle  
 Redmond, WA 98052  
 (206) 880-5500  
**Major Markets:** Computer  
 Manufacturing; Software Houses  
**Contacts:**  
 Head of Sales: Keri Lanning  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 10

### SCIENCE ACCESSORIES

**COMP.**  
 870 Kings Highway W  
 Southampton, CT 06480  
 (203) 265-1528  
**Major Markets:** Peripheral  
 Manufacturing  
**Target Industries:** Construction;  
 CAD/CAM; Graphics  
**Net Sales:** \$1 million - \$5 million  
 (1982)  
**Contacts:**  
 Head of Sales: Harold Cleveland  
 Head of Customer Service: Robert Butler

**Geographic Coverage:** International  
**Year Established:** 1954  
**Number of Employees:** 40

### SCIENTIFIC DATA SYSTEMS,

**INC.**  
 244 Main St.  
 Veneta, CA 95991  
 (513) 360-8873  
**Major Markets:** Computer,  
 Communications Equipment  
 Manufacturing; Software House  
**Target Industries:** Legal; Medical;  
 Accountants; Train Collection  
**Target Applications:** WP; Legal  
 Time and Billing; Temporary Help  
**Contacts:**  
 Head of Engineering: William Walton  
 Head of Customer Service: Jack H. Mitchell

**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 50

### SCOUTING SIGNS SYSTEMS

777 E. Midland Road  
 Mountain View, CA 94043  
 (415) 964-5700

**Major Markets:** Computer,  
 Peripheral Manufacturing; OEM  
 Computer Systems; Software  
 Houses; Systems House (Commercial  
 OEM)  
**Target Industries:** OEM Micro  
 Computer; Scientific  
**Target Applications:** Industrial  
 Control; Small Business Application  
**Net Sales:** \$20 million - \$30 million  
 (1982)  
**Contacts:**  
 Head of Sales: Michael Liccardo  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 225

**SCI SYSTEMS, INC.**  
 5000 Technology Dr.  
 P.O. Box 1900  
 Huntsville, AL 35897  
 (205) 882-4800

**Major Markets:** Component,  
 Computer; Terminal Manufacturing;  
 OEM (Computer Systems); Systems  
 House (Commercial OEM)  
**Target Applications:** Contract  
 Manufacturing; Technical  
**Net Sales:** \$75 million - \$100 million  
 (1982)  
**Contacts:**  
 Head of Sales: Gene Sepp  
**Geographic Coverage:** International  
**Year Established:** 1961  
**Number of Employees:** 4,000

### SCM CORP.

Smith-Corona  
 65 Locust Ave.  
 New Canaan, CT 06840  
 (203) 872-1471  
**Major Markets:** Peripheral; Office  
 Equipment Manufacturing;  
 Miscellaneous Computer Supplies  
**Target Industries:** Small Business;  
 Personal Use; Office; Business  
**Net Sales:** More than \$100 million  
 (1982)  
**Contacts:**  
 Head of Sales: Fred Metzger  
 Head of Software: Jerry Danner

**Geographic Coverage:** International  
**Year Established:** 1955  
**Number of Employees:** 35,500

### SEAGATE TECHNOLOGY

820 Des Dr.  
 South Valley, CA 95081  
 (408) 438-4550  
**Major Markets:** Peripheral  
 Manufacturing; Dealer/Distributor  
**Net Sales:** \$50 million - \$75 million  
 (1982)  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 2,100

### SEAL & CO., INC.

1248 Taylor St. N.W.  
 Washington, DC 20011  
 (202) 862-4000  
**Major Markets:** Computer  
 Manufacturing; OEM Computer  
 Systems; Software House  
 Maintenance/Other Services  
**Target Industries:** Process Control;  
 Energy; Industrial  
**Target Applications:** Energy;  
 Industrial

**Net Sales:** \$5 million - \$10 million  
 (1982)  
**Contacts:**  
 Head of Customer Service: Bill Dean  
**Geographic Coverage:** National  
**Year Established:** 1923  
**Number of Employees:** 100

### SEATTLE COMPUTER

**PRODUCTS**  
 1114 Industry Dr.  
 Seattle, WA 98168  
 (206) 470-1830  
**Major Markets:** Computer  
 Manufacturing  
**Target Applications:** Word  
 Processing  
**Net Sales:** \$500,000 - \$1 million  
 (1982)  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 50

### SERENA COMPUTER CORP.

3025 Telegraph Road  
 Oyster Bay, MD 21113  
 (201) 870-3400  
**Major Markets:** Computer  
 Manufacturing  
**Contacts:**  
 Head of Sales: James Hoffman  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 250

### SHED INSTRUMENTS U.S.A.,

**INC.**  
 Graphic Device and Systems Division  
 1823 Buckeye Dr.  
 Suite 140  
 Malpas, CA 95035  
 (408) 843-8100  
**Major Markets:** Terminal  
 Manufacturing; Peripheral  
 Manufacturing  
**Target Industries:** Engineering  
**Target Applications:** Graphics  
 Computers  
**Head of Sales:** James Roberto  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 100

### SHARP

**ELECTRONICS**  
**CORP.**  
 Systems Division  
 10 Sharp Plaza  
 Paramus, NY 07652  
 (201) 265-5000  
**Major Markets:** Computer  
 Manufacturing; Dealer/Distributor;  
 Distributor  
**Geographic Coverage:** International  
**Year Established:** 1965  
**Number of Employees:** 170,000

### SHAWART CORP.

475 Oakmead Pkwy.  
 Sunnyvale, CA 94088  
 (408) 737-7900  
**Major Markets:** Component,  
 Peripheral Manufacturing  
**Target Applications:** Word  
 Processing; Business  
**Net Sales:** More than \$100 million  
 (1981)  
**Contacts:**

**Head of Sales/Software:** Carl Neun  
**Head of Engineering:** Thomas Giesler  
**Head of Customer Service:** Carl Neun  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 3,200

### SITHORN SYSTEMS, INC.

1438 Cox Ave.  
 Congers, NY 10915  
 (908) 525-1300  
**Major Markets:** Component,  
 Computer Manufacturing; OEM  
 Computer Systems; OEM  
 Peripheral-Terminal; Systems  
 House (Commercial OEM)  
**Target Industries:** Manufacturing;  
 Warehousing; Process Control  
**Target Applications:** Factory  
 Administration; Materials Handling;  
 Data Acquisition; Process Monitoring  
**Net Sales:** \$1 million - \$5 million  
 (1984)  
**Contacts:**  
 Head of Sales/Software: Jeffrey Hanna  
**Head of Engineering/Customer**  
**Service:** Chuck E. Sathorn  
**Geographic Coverage:** National  
**Year Established:** 1975  
**Number of Employees:** 45

### SIEMENS

#### COMMUNICATION

**SYSTEMS**  
 Office Printer Division  
 240 E. Pease Road  
 Anaheim, CA 92805  
 (714) 961-6700  
**Major Markets:** Terminal; Peripheral  
 Manufacturing  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 300

### SINRA NATIONAL CORP.

5037 Ruffalo St.  
 San Diego, CA 92111  
 (619) 277-4810

**Major Markets:** Computer  
 Manufacturing; Software House;  
 Systems House (Commercial OEM);  
 Data Services (Service Bureau);  
**Target Industries:** Accounting;  
 Energy  
**Target Applications:** Energy  
 Control; POS; Accounting  
**Net Sales:** \$1 million - \$5 million  
 (1982)  
**Contacts:**  
 Head of Sales: David Fortes  
 Head of Customer Service: James  
 Lind  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 40

### SILVER-REED AMERICA, INC.

1850 S. Vermont Ave.  
 Torrance, CA 90502  
 (213) 516-7008  
**Major Markets:** Peripheral; Office  
 Equipment Manufacturing  
**Contacts:**  
 Head of Sales: Jack Sullivan  
**Head of Software:** Bill Oberholt  
**Geographic Coverage:** International

## Vendors

Year Established: 1977  
Number of Employees: 200

### SHIMMER DATA PRODUCTS

2351 Devon St.  
23 Grove Village, N.J. 08007  
(212) 860-4500  
Major Markets: Peripheral  
Manufacturing  
Target Industries: OEM  
Geographic Coverage: International  
Year Established: 1958  
Number of Employees: 80

### SHORE SIGNAL BROADCASTING

31234 Via Calles  
Westlake Village, CA 91362  
(818) 888-8248  
Major Markets: Computer  
Manufacturing  
Target Industries: Systems  
Integrators  
Target Applications: Medical;  
Dental; General Business;  
Manufacturing  
Contact:  
Head of Sales/Software: Jim Abbey  
Head of Customer Service: Ken  
Enrichson  
Geographic Coverage: International  
Year Established: 1976  
Number of Employees: 20

### SOLUNITRON, INC.

150 Planders Road  
Westboro, MA 01581  
(617) 355-4521  
Major Markets: Computer  
Manufacturing; OEM (Computer  
Systems); Software House  
Target Industries: Accounting  
(P/2); Small Business;  
Professionals; Small Manufacturing;  
Construction  
Target Applications: Total Systems  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Contact:  
Head of Sales: Frank Duncan  
Head of Software: Roy A. Pinsky  
Head of Engineering: Claude Pen  
Head of Customer Service: Robert  
Downs  
Geographic Coverage: National  
Year Established: 1960  
Number of Employees: 100

### SONY COMMUNICATIONS

PRODUCTS CO.  
Information Products Division  
1 Sony Dr.  
Park Ridge, NJ 07656  
(201) 855-1000  
Major Markets: Computer, Terminal,  
Peripheral, Office Equipment  
Manufacturing  
Contact:  
Head of Sales: Robert Bryan  
Head of Customer Service: George  
Harvey  
Geographic Coverage: National  
Year Established: 1981

### SOUTHERN COMPUTER

SYSTEMS, INC.  
2004 12th Ave. N.  
P.O. Box 55473  
Birmingham, AL 35255

(205) 533-1555

Major Markets: Computer  
Manufacturing; OEM (Computer  
Systems); Software House  
Target Applications: Data Entry  
Net Sales: Less than \$100,000  
(1983)  
Contact:  
Head of Sales/Software: Paul Scales  
Head of Engineering/Customer  
Service: Mark Sumner  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 7

### SOUTHERN SYSTEMS, INC.

2841 Cypress Creek Road  
Ft. Lauderdale, FL 33306  
(800) 237-5904  
Major Markets: Peripheral  
Manufacturing; OEM (Peripherals-  
Terminals); Maintenance/Other  
Services  
Target Industries: Private Users;  
Small System Houses; Small  
Business System User; Maritime  
System User  
Net Sales: \$5 Million - \$25 Million  
(1981)  
Contact:  
Head of Sales: James W. Rife  
Head of Software: Donald R. Doolley  
Head of Customer Service: Ronald  
Murray  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 80

### SOUTHWEST TECHNICAL

PRODUCTS CORP.  
219 W. Prosperity  
San Antonio, TX 78216  
(512) 344-0541  
Major Markets: Computer  
Manufacturing  
Target Industries: Business;  
Education  
Net Sales: \$10 Million - \$15 Million  
(1983)  
Contact:  
Head of Sales: Jerry O'Brien  
Head of Customer Service: Joe  
Corns  
Geographic Coverage: International  
Year Established: 1965  
Number of Employees: 100

### SPECTRA SYSTEMS, INC.

2754 Cornelia Dr.  
Grand Junction, CO 81501  
(303) 241-2960  
Major Markets: Computer, Terminal  
Manufacturing; Systems House  
Contact: OEM  
Net Sales: \$100,000 - \$500,000  
(1983)  
Contact:  
Head of Sales: Lisa Harley  
Head of Software: Al Coulter  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 30

### SPERRY CORP.

Computer Systems Operations  
Jolly Road  
P.O. Box 500  
Blue Bell, PA 19404  
(215) 542-4011

Major Markets: Component  
Computer, Terminal, Peripheral  
Communications Equipment  
Manufacturing; OEM (Computer  
Systems); Software House;  
Maintenance/Other Services  
Target Industries: Manufacturing;  
Public Sector; Energy;  
Transportation  
Net Sales: More than \$100 Million  
(1983)  
Contact:  
Head of Sales: James B. Aldrich  
Geographic Coverage: International  
Year Established: 1962  
Number of Employees: 43,000

### STANDARD DATA CORP.

3040 S.W. 10th St.  
Pompano Beach, FL 33069  
(305) 776-1177  
Major Markets: Peripheral,  
Communications Equipment  
Manufacturing; Dealer/Distributor;  
Distributor  
Target Industries: PC; Dental;  
Distribution  
Target Applications: Networking  
Net Sales: \$1 Million - \$5 Million  
(1983)  
Contact:  
Head of Sales/Software: Larry Bolser  
Year Established: 1952  
Number of Employees: 22

### STANBURG CONTROLS, INC.

(S-6-L)  
Mono-Si  
2158 S. Hathaway  
Santa Ana, CA 92705  
(714) 241-0300  
Major Markets: Peripheral  
Manufacturing; Software House  
Target Industries: Home Computer  
Target Applications: WP;  
Information Management  
Net Sales: \$25 Million - \$100 Million  
(1982)  
Contact:  
Head of Sales: Dan Gomez  
Head of Software: Dennis Buchanan  
Head of Customer Service: A. Silver  
Geographic Coverage: International  
Year Established: 1960  
Number of Employees: 50

### STAR MICROSYSTEMS, INC.

200 Park Ave.  
Suite 2008  
New York, NY 10196  
(212) 366-6770  
Major Markets: Component,  
Peripheral Manufacturing  
Target Industries: OEM  
Automotive, Test Equipment  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Contact:  
Head of Sales: Thomas Bongiorno  
Head of Customer Service: V.  
Mitsunori  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 120

### STAR TECHNOLOGIES, INC.

5 Duaneville  
Irvine, CA 92714  
(714) 768-6460

Major Markets: Peripheral  
Manufacturing; OEM (Computer  
Systems); Software House  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contact:  
Head of Sales: Ron Harvey  
Head of Customer Service: Dr. Dallas  
Hays  
Geographic Coverage: National  
Year Established: 1978  
Number of Employees: 28

### STANUM COMPUTER

SYSTEMS CORP.  
10001 Glen Road E.  
P.O. Box 9354  
Minneapolis, MN 55440  
(612) 856-2000  
Major Markets: Computer,  
Communications Equipment  
Manufacturing; Maintenance/Other  
Services  
Target Applications: CA  
Contact:  
Head of Sales/Software: Bob  
Gallagher  
Head of Customer Service: John  
Schuman  
Geographic Coverage: International  
Year Established: 1960  
Number of Employees: 100

### STN ELECTRONICS

535 Middlefield Road  
Menlo Park, CA 94025  
(415) 326-6228  
Major Markets: Computer  
Manufacturing  
Geographic Coverage: International  
Year Established: 1962  
Number of Employees: 180

### STORAGE TECHNOLOGY

CORP.  
2077 E. 8th St.  
Louisville, CO 80028  
(303) 673-5151  
Major Markets: Computer, Terminal,  
Peripheral, Communications  
Equipment Manufacturing  
Net Sales: More than \$750 Million  
(1982)  
Contact:  
Head of Sales: Jack Scott  
Head of Software: Dan Ellis  
Head of Customer Service: Zal  
Herper  
Geographic Coverage: International  
Year Established: 1969  
Number of Employees: 15,000

### STORVEX CORP.

399 Independence Ave.  
Building E  
Mountain View, CA 94043  
(415) 951-1980  
Major Markets: Peripheral  
Manufacturing  
Target Industries: Fortune 1000  
Contact:  
Head of Sales: M. Harvorn  
Geographic Coverage: National  
Year Established: 1962  
Number of Employees: 15

### STRATTECH TECH

700 Reschew Industrial Blvd.  
Building 3

## Vendors

406) 441-8070

**Major Markets:** Computer Manufacturing  
**Contents:**  
**Head of Customer Service:** Joe Davis  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 15

### STROME, INC.

807 Independence Ave.,  
Building 5A  
Mountain View, CA 94043  
(415) 968-5130  
**Major Markets:** Peripheral Manufacturing, OEM (Computer Systems)  
**Target Applications:** Chart Plotting, Business Graphics  
**Contents:**  
**Head of Sales:** Elizabeth Holtzner  
**Geographic Coverage:** National  
**Year Established:** 1983  
**Number of Employees:** 25

### SUNSHINE/PCS CORP.

777 State St. Extension  
Fairfield, CT 06430  
(203) 384-1344  
**Major Markets:** Peripheral Manufacturing, OEM (Peripherals, Terminals, Systems House Commercial OEM)  
**Target Industries:** Manufacturing  
**Target Applications:** CAD/CAM, Mapping, Data Entry, CRT Cursor Control  
**Net Sales:** \$5 Million - \$25 Million (1981)  
**Contents:**  
**Head of Sales/Customer Service:** Paul Smith  
**Head of Software:** John Lineasy  
**Head of Engineering:** David Grah  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 480

### SUN-FLEX CO., INC.

300 Pioneer Court  
Novato, CA 94947  
(415) 883-1221  
**Major Markets:** Component Manufacturing, Peripheral Manufacturing  
**Target Industries:** Video, OEM  
**Net Sales:** \$5 Million - \$25 Million (1981)  
**Contents:**  
**Head of Sales:** Rijk Jaur  
**Head of Customer Service:** Patrick Brannen  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 780

### SUN MICROSYSTEMS, INC.

2500 Garcia Ave.  
Mountain View, CA 94043  
(415) 960-1300  
**Major Markets:** Computer Manufacturing, Systems House - Commercial OEM  
**Target Industries:** OEM, Scientific, Engineering, Manufacturing  
**Target Applications:** CAD/CAM,

**Text Processing, Networking, Engineering**  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contents:**  
**Head of Sales:** Carol Barz  
**Head of Software:** Joseph Rothrock  
**Head of Engineering:** William Joy  
**Head of Customer Service:** Bernard LaCroix  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 400

### SUNGL SYSTEMS, INC.

1072 Serpentine Lane  
Princeton, NJ 08508  
(610) 484-3322  
**Major Markets:** Peripheral Manufacturing  
**Contents:**  
**Head of Sales:** Marlene Sweney  
**Geographic Coverage:** International

### SUPERIOR CONTROL SYSTEMS, INC.

226 Wilcox St.  
C. Brunswick, NJ 08819  
(201) 238-7100  
**Major Markets:** Computer Manufacturing, Software House, Maintenance/On-site Services  
**Net Sales:** \$100,000 - \$500,000 (1983)  
**Contents:**  
**Head of Sales:** Thomas H. Lukio  
**Geographic Coverage:** New York, New Jersey, Connecticut  
**Year Established:** 1979  
**Number of Employees:** 10

### SYBERT CORP.

40 Louise Dr.  
Marlboro, MA 01752  
(617) 481-7627  
**Major Markets:** Peripheral Manufacturing  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contents:**  
**Head of Sales:** Curtis P. Hoffman  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 20

### SYBON INTERNATIONAL, INC.

1108 S. High St.  
Southfield, MI 48035  
(313) 730-3900  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Steel, Magnet, Vics  
**Target Applications:** Crypton Analysis  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contents:**  
**Head of Software:** Leo Barney  
**Head of Customer Service:** Townsend Thomas  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 40

### SYSTEM INDUSTRIES, INC.

1865 Barber Lane  
Mojave, CA 95026

(408) 942-1212

**Major Markets:** Peripheral Manufacturing, Network Systems  
**Net Sales:** \$75 Million - \$100 Million (1983)  
**Contents:**  
**Head of Sales:** D. K. Winton  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 750

### SYSTEMS PERIPHERALS CONSULTANTS

2147 Business Park Ave.  
San Diego, CA 92181  
(619) 600-8411  
**Major Markets:** Peripheral Manufacturing  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 9

### TABER CORP.

Liberty Way  
Westford, MA 01886  
(617) 860-2530  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** General Business  
**Target Applications:** Telecommunications  
**Contents:**  
**Head of Sales:** George Pies  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 100

### TAB PRODUCTS CO.

1400 Page Mill Road  
Palo Alto, CA 94304  
(415) 868-2502  
**Major Markets:** Computer, Terminal, Peripheral, Communications Equipment, Office Equipment  
**Manufacturing:** Miscellaneous Computer Supplies  
**Target Applications:** Data Entry (Remote)  
**Net Sales:** \$75 Million - \$100 Million (1982)  
**Contents:**  
**Head of Sales/Software:** Philip Crow  
**Geographic Coverage:** National  
**Year Established:** 1949  
**Number of Employees:** 1,200

### TAE AUTOMATION, INC.

888 Cowan Road  
Burlington, CA 94010  
(415) 347-0853  
**Major Markets:** Computer Manufacturing, OEM (Computer Systems)  
**Target Industries:** Metal, Shipyards, Shipyards  
**Target Applications:** Process Control, Material Handling  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contents:**  
**Head of Customer Service:** Gary Butler  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 130

### TALLERAS TECHNOLOGIES CORP.

1100 W. 42nd St.

Overland Park, KS 66214

(817) 480-4002  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Fortune 100, Industrial, Professionals, Retail  
**Contents:**  
**Head of Sales:** Steve Volk  
**Head of Software:** Chris Hulse  
**Head of Customer Service:** Steve Popovich  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 200

### TANDEM DATA STORAGE, INC.

Data Storage  
271 N. Poplar St.  
Suite H  
Orange, CA 92668  
(714) 978-6771  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Contents:**  
**Head of Sales:** Ray Rogers  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 11

### TANDEM CORP.

20320 Prairie St.  
Chattworth, CA 91311  
(213) 950-6814  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Computer OEM  
**Target Applications:** General Data Storage  
**Net Sales:** More than \$100 Million (1982)  
**Contents:**  
**Head of Software:** Jeff Segura  
**Head of Customer Service:** Kenneth R. Farnet  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 3,000

### TANDEM CORP.

Radio Shack  
1500 One Tandy Center  
Fort Worth, TX 76102  
**Major Markets:** Computer, Terminal, Peripheral, Communications Equipment Manufacturing, OEM (Computer Systems), Software House, Dealer/Distributor, Maintenance/On-site Services, Miscellaneous Computer Supplies  
**Target Industries:** Legal, Medical, Real Estate, General Business  
**Net Sales:** More than \$100 Million (1984)  
**Contents:**  
**Head of Sales:** Paul Stogell  
**Head of Customer Service:** John Peterson  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 30,000

### TANDEM CORP.

4321 Potho Court W  
New Orleans, LA 70129  
(504) 254-3300  
**Major Markets:** Component,

## Vendors

(Computer Systems) Systems  
Housa (Commercial) OEM  
Target Industries: Marine, Oil, Gas,  
Energy Management  
Target Applications: Energy  
Management, Pipeline Control  
Systems  
Net Sales: \$20 Million - \$30 Million  
(1982)

**Contacts:**  
Head of Sales: James Potts  
Head of Software: Michael A.  
Cushman  
Head of Engineering: John Linn  
Head of Customer Service: Pete  
Erving  
Geographic Coverage: International  
Year Established: 1968  
Number of Employees: 300

**TANBELL ELECTRONICS**  
350 Devon Place  
Suite B  
Carson, CA 90746  
(213) 528-5511

Major Markets: Component,  
Computer Manufacturing, OEM  
(Computer Systems), Software  
House, Systems House (Commercial  
OEM)  
Net Sales: \$500,000 - \$1 Million  
(1983)

**Contacts:**  
Head of Sales: Donald E. Tanel  
Geographic Coverage: National  
Year Established: 1979  
Number of Employees: 5

**TANA CORP.**  
18811 Armoning  
Irvine, CA 92714  
(714) 261-0200  
Major Markets: Computer  
Manufacturing  
Geographic Coverage: National  
Year Established: 1978  
Number of Employees: 50

**TBC**  
Business Campus  
1130 Major Ave.  
Riverside, NY 82501  
(307) 896-1111  
Major Markets: Component  
Manufacturing, Software House,  
Manufacturing, Peripheral  
Manufacturing  
Target Industries: OEM  
Contacts:  
Head of Sales: Lita Williams  
Head of Customer Service: Jim  
Bromquist  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 25

**TEAC CORP. OF AMERICA**  
7720 Telegraph Road  
Monroeville, CA 95046  
(213) 729-0393  
Major Markets: Peripheral  
Manufacturing  
Target Industries: OEM  
Net Sales: \$15 Million - \$20 Million  
(1983)

**Contacts:**  
Head of Sales: Barry Goldman  
Geographic Coverage: International  
Year Established: 1963  
Number of Employees: 125

**TECHTRON INDUSTRIES, INC.**  
250 Commerce Dr.  
Rochester, NY 14623  
(716) 334-8640  
Major Markets: Peripheral  
Communications Equipment  
Manufacturing, Maintenance/Other  
Services  
Target Industries: Banking, Retail,  
Research, Military  
Target Applications: Data Storage,  
Message Recording, Product  
Inventory, Sales Analysis  
Net Sales: \$5 Million - \$10 Million  
(1983)

**Contacts:**  
Head of Sales: N. R. Pyles  
Head of Software: Al MacLean  
Head of Customer Service: Robert  
Wagner  
Geographic Coverage: International  
Year Established: 1968  
Number of Employees: 120

**TECSAR, INC.**  
6225 Centree Road  
Sunnyvale, CA 94086  
(415) 345-5000  
Major Markets: Computer  
Manufacturing, Peripheral  
Communications Equipment  
Manufacturing  
Target Industries: Personal  
Computing, Scientific, Manufacturing  
Target Applications: Industrial  
Control, Office Networking  
Contacts:  
Head of Sales: Carolyn Albert  
Head of Software: John Brandon  
Head of Engineering: Edith  
Pongrass  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 350

**TEKTRONIX, INC.**  
P.O. Box 500  
D.S. 51-244  
Beaverton, OR 97077  
(503) 627-7111  
Major Markets: Component,  
Computer, Terminal, Peripheral,  
Communications Equipment  
Manufacturing, Software House,  
Maintenance/Other Services  
Target Industries: Engineering  
Manufacturing, Television  
Target Applications: Text  
Measurement, Graphics  
Net Sales: More Than \$100 Million  
(1983)

**Geographic Coverage:** International  
**Year Established:** 1946  
**Number of Employees:** 22,000

**TELECOM TERMINAL**  
SYSTEMS  
3877 Grandview Blvd.  
Los Angeles, CA 90066  
(213) 350-5404  
Major Markets: Terminal  
Manufacturing  
Target Industries: Banking, Travel  
Industry  
Contacts:  
Head of Sales: Leonard Waters  
Head of Software: Geoffrey Schwler  
Head of Engineering: Bernie Waters  
Geographic Coverage: International  
Year Established: 1955  
Number of Employees: 15

**TELETRONIC, INC.**  
2755 S. Third St.  
Suite B  
Salt Lake City, UT 84115  
(801) 486-2100  
Major Markets: OEM (Computer  
Systems), Software House,  
Maintenance/Other Services  
Target Industries: Hospitality,  
General Business, Logging  
Target Applications: Call  
Accounting  
Net Sales: \$5 Million - \$10 Million  
(1983)

**Contacts:**  
Head of Sales: David J. Gray  
Head of Engineering: Harry Sharp  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 24

**TELETYPE COMPUTER**  
PRODUCTS, INC.  
17131 Danvers St.  
Irvine, CA 92714  
(714) 527-6580  
Major Markets: Computer  
Manufacturing  
Net Sales: \$5 Million - \$10 Million  
(1983)

**Contacts:**  
Head of Sales: Jim Mahry  
Head of Customer Service: D. Bado  
Geographic Coverage: International  
Year Established: 1969  
Number of Employees: 70

**TELETYPE COMMUNICATIONS**  
CORP.  
2 Corp. Park Dr.  
White Plains, NY 10604  
(914) 694-9270  
Major Markets: Computer, Terminal,  
Peripheral Manufacturing, OEM  
(Computer Systems)  
Target Industries: Graphic Arts,  
Publishing, Government  
Target Applications: Text Editing  
Contacts:  
Head of Sales: Robert Schwartz  
Head of Customer Service: John K.  
Korfil  
Geographic Coverage: International  
Year Established: 1972  
Number of Employees: 52

**TELETYPE SYSTEMS, INC.**  
1173 Morris Ave.  
Sunnyvale, CA 94086  
(408) 745-7760  
Major Markets: Computer, Terminal  
Manufacturing  
Target Industries: Small Business,  
Hospitality  
Contacts:  
Head of Sales: Sung Cho  
Head of Software: Mark Siegel  
Head of Engineering: Ernie Holland  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 1,000

**TELEX COMPUTER**  
PRODUCTS, INC.  
6422 E. 41st  
Tulsa, OK 74125  
Year Established: 1955  
Number of Employees: 15

**TELETYPE SYSTEMS, INC.**  
1173 Morris Ave.  
Sunnyvale, CA 94086  
(408) 745-7760  
Major Markets: Computer, Terminal  
Manufacturing  
Target Industries: Small Business,  
Hospitality  
Contacts:  
Head of Sales: Sung Cho  
Head of Software: Mark Siegel  
Head of Engineering: Ernie Holland  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 1,000

**TELEX COMPUTER**  
PRODUCTS, INC.  
6422 E. 41st  
Tulsa, OK 74125  
Year Established: 1955  
Number of Employees: 15

**TELEX COMPUTER**  
PRODUCTS, INC.  
6422 E. 41st  
Tulsa, OK 74125  
Year Established: 1955  
Number of Employees: 15

(516) 927-1111  
Major Markets: Terminal, Peripheral  
Manufacturing  
Net Sales: More Than \$100 Million  
(1983)

**Contacts:**  
Head of Sales/Software: Roy L. King  
Head of Customer Service: Douglas  
Kerchick  
Geographic Coverage: International  
Year Established: 1968  
Number of Employees: 2,000

**TELPA, INC.**  
4137 Bell Island Road  
Adelphi, TX 75001  
(214) 232-6831  
Major Markets: Terminal, Peripheral,  
Communications Equipment  
Manufacturing  
Target Industries: Electronics, OEM  
Contacts:  
Head of Sales/Software: H. E.  
Korrad  
Head of Customer Service: Richard  
Allen  
Geographic Coverage: International  
Year Established: 1972  
Number of Employees: 20

**TELSON CORP.**  
3330 W. Market St.  
Ann Arbor, MI 48131  
(313) 827-2700  
Major Markets: Computer,  
Peripheral, Communications  
Equipment Manufacturing  
Target Industries: Retail, Wholesale,  
Government, Distribution  
Target Applications: Order Entry,  
Purchase Accounting, Inventory,  
Meter Reading  
Net Sales: \$30 Million - \$50 Million  
(1983)

**Contacts:**  
Head of Sales: Randy Welch  
Geographic Coverage: International  
Year Established: 1969  
Number of Employees: 300

**TERMINAL DATA CORP.**  
18733 Cactus Branch Way  
Rockville, MD 20855  
(301) 927-6882  
Major Markets: Peripheral,  
Communications Equipment, Office  
Equipment Manufacturing, Retail  
Stores, Distributor, Mail Order, Dealer,  
Miscellaneous Computer Supplies  
Target Industries: Communications,  
Government, Aerospace  
Target Applications: Remote  
Communication, Applied Analysis  
Contacts:  
Head of Sales: Mark Telebium  
Geographic Coverage: National  
Year Established: 1970  
Number of Employees: 10

**TERMINAL DATA CORP.**  
18733 Cactus Branch Way  
Rockville, MD 20855  
(301) 927-6882  
Major Markets: Peripheral,  
Communications Equipment,  
Office Equipment Manufacturing,  
Retail Stores, Distributor, Mail Order,  
Dealer, Miscellaneous Computer  
Supplies  
Target Industries: Communications,  
Government, Aerospace  
Target Applications: Remote  
Communication, Applied Analysis  
Contacts:  
Head of Sales: Mark Telebium  
Geographic Coverage: National  
Year Established: 1970  
Number of Employees: 10

**TERMINAL DATA CORP.**  
18733 Cactus Branch Way  
Rockville, MD 20855  
(301) 927-6882  
Major Markets: Peripheral,  
Communications Equipment,  
Office Equipment Manufacturing,  
Retail Stores, Distributor, Mail Order,  
Dealer, Miscellaneous Computer  
Supplies  
Target Industries: Communications,  
Government, Aerospace  
Target Applications: Remote  
Communication, Applied Analysis  
Contacts:  
Head of Sales: Mark Telebium  
Geographic Coverage: National  
Year Established: 1970  
Number of Employees: 10

## Vendors

Net Sales: \$5 Million - \$25 Million  
(1991)  
Contacts:  
Head of Sales: David Fleming  
Head of Customer Service: John De  
NN

Geographic Coverage: International  
Year Established: 1972  
Number of Employees: 200

**TEXAS INSTRUMENTS, INC.**  
Data Systems Group  
3501 Research Blvd.  
P.O. Box 2920  
Austin, TX 78769  
(512) 252-7111

Major Markets: Component,  
Computer, Terminal, Peripheral,  
Communications Equipment  
Manufacturing, Software House  
Net Sales: More than \$100 Million  
(1992)

Contacts:  
Head of Sales: Tom Ellis  
Head of Customer Service: George  
H. Holmsted  
Geographic Coverage: International  
Year Established: 1959  
Number of Employees:

**THOMSON-TOOL, INC.**  
21836 N. 34th Ave.  
Suite A2  
Phoenix, AZ 85027  
(602) 581-0869

Major Markets: Peripheral  
Manufacturing, OEM (Computer  
Systems), Systems House  
(Commercial) OEM  
Target Industries: Military, Business  
Target Applications: CAD  
Net Sales: \$1 Million - \$5 Million  
(1992)

Contacts:  
Head of Sales: Denise Grieb  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 18

**T.D.S. AMERICA, INC.**  
I.D.D.  
2441 Michele Dr.  
Tustin, CA 92680  
(714) 755-5050

Major Markets: Computer,  
Peripheral, Office Equipment  
Manufacturing  
Target Industries: High Volume  
Distribution  
Contacts:

Head of Sales: Dan Crane  
Head of Software: Phil Vertis  
Geographic Coverage: National  
Year Established: 1981  
Number of Employees: 30

**TRAE MICROCOMPUTER CORP.**  
1611 Ogden Ave.  
Owensboro, KY 40361  
(512) 968-1714

Major Markets: Peripheral  
Manufacturing, OEM (Peripheral  
Terminal)  
Target Industries: Computer  
Desktops, Systems Integrators,  
Computer Distributors  
Net Sales: \$1 Million - \$5 Million  
(1992)

Contacts:  
Head of Sales: Brian Gustafson  
Head of Customer Service: Jeff  
Murch  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 35

**TRANSMATE CORP.**  
Computer Division  
Cedar Valley Facility  
P.O. Box 489  
Verona, NJ 07066  
(412) 828-6303

Major Markets: Component,  
Computer, Peripheral Manufacturing  
Systems House (Commercial OEM)  
Target Industries: Manufacturing

Target Applications: Process  
Control, Energy Management  
Net Sales: \$1 Million - \$5 Million  
(1992)

Contacts:  
Head of Sales: Barbara Kovat  
Head of Software: John Zimmerman  
Head of Engineering: Ted Stoney  
Head of Customer Service: Bob  
Potts  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 40

**TRIATOR SYSTEMS LTD.**  
4432 Enterprise St.  
Suite 1  
Framport, CA 94538  
(415) 490-3441

Major Markets: Peripheral  
Manufacturing, Communications Equipment  
Manufacturing  
Target Industries: Desktop  
Contacts:

Head of Sales/Software: Chuck  
Pruitt  
Head of Engineering/Customer  
Service: Ted Schar  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 12

**TRINICORP, INC.**  
Communication Products Div.  
480 Oatman Pkwy.  
Sunnyvale, CA 94086  
(408) 707-0743

Major Markets: Terminal, Peripheral  
Manufacturing  
Target Applications: Electronic Mail,  
Remote Communications  
Contacts:

Head of Sales: Bob Hartford  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 100

**TRINFORMATION SYSTEMS, INC.**  
3132 S. E. Jay St.  
Suwanee, FL 31694  
(202) 382-4817

Major Markets: Computer  
Manufacturing, OEM (Peripheral  
Terminal)  
Target Industries: Handcapped,  
Government  
Target Applications: Products for  
Blind  
Net Sales: \$1 Million - \$5 Million  
(1992)

Contacts:  
Head of Sales: Kurt Stepping  
Geographic Coverage: International  
Year Established: 1989  
Number of Employees: 80

**TRILAS, INC.**  
17381 Murphy Ave.  
Irvine, CA 92714  
(714) 865-3203

Major Markets: Peripheral  
Manufacturing  
Target Industries: Manufacturing,  
Engineering

Target Applications: CAD/CAM  
Net Sales: \$1 Million - \$5 Million  
(1991)

Contacts:  
Head of Sales/Software: Ron Carroll  
Head of Customer Service: Larry  
Thompson  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 50

**TW, INC.**  
23555 Cud Ave.  
Cleveland, OH 44117  
(216) 352-1311

Major Markets: Component  
Manufacturing, Software House,  
Maintenance/Other Service  
Target Industries: Government,  
Auto Manufacturing  
Geographic Coverage: International  
Year Established: 1901  
Number of Employees: 8,000

**TTX, INC.**  
3403 S. Third Ave.  
Forty City, CA 94404  
(415) 341-1200

Major Markets: Peripheral  
Manufacturing  
Contacts:  
Head of Software: Bill Crouch  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 42

**THE ULTIMATE CORP.**  
77 Grant Ave.  
Clark, NJ 07066  
(201) 385-8800

Major Markets: OEM (Peripheral  
Terminal), Software House,  
Systems House (Commercial OEM)  
Target Industries: Manufacturing,  
Distributions, General Business

Contacts:  
Head of Sales/Software: William  
Schmartz  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 32

**UNION, INC.**  
3725 Nicholson Road  
Fremont, CA 94538  
(415) 888-5878

Major Markets: Component,  
Computer Manufacturing, OEM  
(Computer Systems)  
Target Industries: Automotive,  
Wood Products  
Target Applications: Press Feeder,  
Flying Cut-off, Rotor Motion, Rotary  
Cut-off

Net Sales: \$5 Million - \$10 Million  
(1992)  
Contacts:  
Head of Sales/Software: Al Engle  
Head of Engineering: Kuni Lee  
Patt

Head of Customer Service: William  
Hermal  
Geographic Coverage: International  
Year Established: 1967  
Number of Employees: 175

**UNIONCORP CORP.**  
215 Plaza Towers  
Springfield, MO 65804  
(417) 863-6800

Major Markets: OEM (Computer  
Systems), Software House, Systems  
House (Commercial OEM), Dealer,  
Maintenance/Other Services  
Target Industries: Legal/Medical,  
Small Utilities

Target Applications: Litigation  
Support, WP, Res Management,  
Accounting  
Net Sales: \$1 Million - \$5 Million  
(1992)

Contacts:  
Head of Sales/Software: Chris  
Riverson  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 17

**UNITED TECHNOLOGIES**  
2000 Wilford Industrial Way  
Sarasota, FL 33580  
(813) 753-6411

Major Markets: Computer,  
Communications Equipment  
Manufacturing, OEM (Computer  
Systems), Software House,  
Maintenance/Other Services,  
Manufacturing, Call Accounting  
Equipment  
Target Industries: Distribution  
Target Applications:  
Telecommunications, Cost Allocation  
Net Sales: \$10 Million - \$15 Million  
(1992)

Contacts:  
Head of Software: David Brown  
Head of Engineering/Customer  
Service: Al Curran  
Geographic Coverage: National  
Year Established: 1974  
Number of Employees: 210

**UNIVERSITY**  
1037 N. Far Oaks Ave.  
Sunnyvale, CA 94086  
(408) 745-0180

Major Markets: Component  
Manufacturing, Peripheral,  
Communications Equipment  
Manufacturing  
Target Industries: Fortune 500  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 30

**U.S. DESIGN CORP.**  
2100 Philadelphia Way  
Lanham, MD 20706  
(302) 386-2811

Major Markets: Peripheral  
Manufacturing, Maintenance/Other  
Services

## Vendors

**Net Sales:** \$500,000 - \$1 Million (1982)  
**Database:**  
**Head of Sales:** Larry Teichrook  
**Head of Software:** Bill Anderson  
**Head of Customer Service:** Stan Mar-Moreau  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 50

**VALETYPE**  
**Div of All International, Inc.**  
 11 Mt. Pleasant Ave.  
 E. Hanover, NJ 07938  
 (201) 887-8000  
**Major Markets:** Computer  
**Manufacturing:**  
**Target Industries:** Commercial  
**Printing, Commercial Typography, In-plant Print and Composition, Commercial Design**  
**Target Applications:** Typesetting, Telecommunications, Printing  
**Contacts:**  
**Head of Sales:** Richard M. Flanagan  
**Head of Software:** David Green  
**Head of Customer Service:** George Pich  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 2,500

**VECTOR ELECTRONICS CO.**  
 12460 Cassiano Ave.  
 Sylmar, CA 91342  
 (818) 365-9881  
**Major Markets:** Component  
**Peripherals:** Manufacturing  
**Contacts:**  
**Head of Sales:** Jack Mertz  
**Geographic Coverage:** International  
**Year Established:** 1947  
**Number of Employees:** 150

**VECTOR GRAPHICS, INC.**  
 500 N. Verde Park Road  
 Thousand Oaks, CA 91320  
 (805) 489-5421  
**Major Markets:** Computer,  
 Communications Equipment  
**Manufacturing:**  
**Target Industries:** Agriculture,  
 Large Market, Public Sector  
**Net Sales:** \$300 Million - \$500 Million (1983)  
**Contacts:**  
**Head of Sales:** Ron Thorne  
**Head of Software:** Dick Hahn  
**Head of Engineering:** Eric Dills  
**Head of Customer Service:** Carole Cardon  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 300

**VERMONT RESEARCH CORP.**  
 Precision Park  
 N. Springfield, VT 05150  
 (802) 885-2258  
**Major Markets:** Component,  
 Peripherals: Manufacturing, OEM  
**Peripherals-Terminals:**  
**Target Industries:** Manufacturing,  
 Telecommunications  
**Target Applications:** Process  
 Control, Robotics, CAD/CAM  
**Contacts:**  
**Head of Sales:** W. Austin II

**Head of Software:** R. C. Simmons  
**Head of Customer Service:** Robert Kozels  
**Geographic Coverage:** International  
**Year Established:** 1960  
**Number of Employees:** 210

**VERISTAT, INC.**  
 2710 Wash Ave.  
 Santa Clara, CA 95051  
 (408) 988-2900  
**Major Markets:** Peripheral  
**Manufacturing:**  
**Contacts:**  
**Head of Sales:** Cliff Eppert  
**Head of Software:** R. Murray  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 1,200

**VERTEX PERIPHERALS, INC.**  
 2150 Riving Dr.  
 San Jose, CA 95131  
 (408) 542-0938  
**Major Markets:** Peripheral  
**Manufacturing:**  
**Contacts:**  
**Head of Sales:** J. Adkinson  
**Head of Customer Service:** Irene Hoyt  
**Geographic Coverage:** International  
**Year Established:** 1962  
**Number of Employees:** 100

**VICOM SYSTEMS, INC.**  
 2530 Junction Ave.  
 San Jose, CA 95134  
 (408) 545-5860  
**Major Markets:** Component,  
 Computer, Terminal, Peripheral  
**Manufacturing, Maintenance/Other Services**  
**Target Industries:** Oil, Medical  
**Contacts:**  
**Head of Sales:** Don McCosk  
**Head of Software:** Richard P. LaLumme  
**Head of Engineering:** William Zach  
**Head of Customer Service:** Don Saravina  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 100

**VICTOR TECHNOLOGIES, INC.**  
 Corporate Headquarters  
 10 Victor Square  
 Scotts Valley, CA 95066  
 (408) 438-7000  
**Major Markets:** Computer, Terminal,  
 Peripherals, Office Equipment  
**Manufacturing, OEM/Peripherals-Terminals:** Systems House  
**Commercial/ODM**  
**Target Applications:** Business  
 Accounting, Electronic Spreadsheet,  
 WP, Spelling Applications  
**Contacts:**  
**Head of Sales:** Van Levis  
**Head of Software:** Robert Reed  
**Head of Engineering:** Joseph Adoro  
**Head of Customer Service:** Robert Taylor  
**Geographic Coverage:** International  
**Year Established:** 1978

**VICTORY COMPUTER SYSTEMS, INC.**  
 1810 Berryessa Road  
 San Jose, CA 95133  
 (408) 295-4800  
**Major Markets:** Computer  
**Manufacturing:**  
**Target Industries:** Distribution, OEM  
**Target Applications:** Industrial/Thermal, EDP  
**Net Sales:** \$500,000 - \$1 Million (1983)  
**Contacts:**  
**Head of Sales:** Dr. Roger W. Yates  
**Head of Software:** Duane Kiefer  
**Head of Customer Service:** Dr. Gordon Kiefer  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 34

**VISTA SCIENTIFIC CORP.**  
 Danabara  
 P.O. Box 247  
 King of Prussia, PA 19406  
 (215) 322-2255  
**Major Markets:** Peripheral  
**Manufacturing:**  
**Net Sales:** \$100,000 - \$500,000 (1983)  
**Contacts:**  
**Head of Sales:** James Riggs  
**Head of Software:** John Kiefer  
**Head of Engineering:** Joe Rooding  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 23

**VISUAL COMPUTER, INC.**  
 125 Maple St.  
 Marlboro, MA 01752  
 (617) 480-0500  
**Major Markets:** Computer  
**Manufacturing:**  
**Contacts:**  
**Head of Sales:** William Melnick  
**Head of Software:** Albert Agley  
**Head of Engineering:** Art Muehle  
**Head of Customer Service:** Harold Muehle  
**Year Established:** 1983  
**Number of Employees:** 50

**VIVITAR COMPUTER PRODUCTS**  
 2110 11th Ave. N.E.  
 P.O. Box C-58975  
 Bellevue, WA 98009  
 (206) 454-8050  
**Major Markets:** Peripheral  
**Manufacturing:**  
**Target Industries:** Retail,  
 Distribution  
**Contacts:**  
**Head of Sales:** Les Manaster  
**Head of Software:** John Schutten  
**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 20

**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
**Head of Sales/Engineering:** Michael Speed  
**Head of Customer Service:** William Gius  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 18

**WAHS LABORATORIES, INC.**  
 One Industrial Ave.  
 Lowell, MA 01851  
 (617) 459-0000  
**Major Markets:** Component,  
 Computer, Terminal, Peripheral,  
 Communications Equipment, Office  
 Equipment/Manufacturing  
**Manufacturing/Computer Supplies**  
**Target Industries:** Banking,  
 Insurance, Legal, Government  
**Target Applications:** Data Entry,  
 Electronic Mail, Human Resources  
 Management, Programmed Utilities  
**Net Sales:** More than \$100 Million (1982)  
**Contacts:**  
**Head of Sales/Software:** Robert Clonert  
**Head of Engineering/Customer Service:** Frederick A. Wang  
**Geographic Coverage:** International  
**Year Established:** 1951  
**Number of Employees:** 29,000

**WARRS BATE, INC.**  
 14020 S. Crossview Blvd.  
 Hawthorne, CA 90250  
 (213) 978-8500  
**Major Markets:** Computer  
**Manufacturing:**  
**Target Industries:** OEM  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
**Head of Customer Service:** Dennis Thorne  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 2

**WATER MARKING SYSTEMS**  
 711 W. Algonquin Road  
 Arlington Heights, IL 60005  
 (312) 364-8955  
**Major Markets:** Office Equipment  
**Manufacturing:**  
**Target Industries:** Chemical,  
 Pharmaceutical, Food Processing,  
 Government  
**Contacts:**  
**Head of Sales:** J. S. Crosswell  
**Head of Software:** A. Sweeney  
**Head of Engineering:** Tom Hochmair  
**Geographic Coverage:** International  
**Year Established:** 1932  
**Number of Employees:** 485

**WESTERN BYNEX CORP.**  
 5536 W. Ostrom Road  
 Redwood, AZ 85019  
 (602) 286-8481  
**Major Markets:** Peripheral  
**Manufacturing, Maintenance/Other Services, Miscellaneous Computer Supplies**  
**Target Industries:** Systems House  
 OEM System Integrators



## Vendors

**Contacts:**  
Head of Sales/Software: Christine H. Flarity  
Head of Customer Service: Nick Chvalinski  
Geographic Coverage: International  
Year Established: 1986

**WESTERN GRAPHICS, INC.**  
Formerly Helmut Instrument  
12 Chrysler St.  
Irvine, CA 92714  
(714) 770-8010  
Major Markets: Peripheral  
Manufacturing  
Target Industries: Engineering,  
Business  
Geographic Coverage: Graphics,  
Electronics  
Contacts:  
Head of Sales: Jack Campbell  
Head of Customer Service: Edward P. Brooks  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 40

**WESTERN TELECOMPUTERS**  
CORP.  
202 E. Kaley Blvd.  
Bloomington, WI 52915  
(408) 585-1511  
Major Markets: Computer  
Manufacturing, Systems House  
(Commercial)  
Target Industries: Weather, Oil,  
Engineering  
Geographic Coverage: Process  
Control  
Net Sales: \$100,000 - \$500,000  
(1983)  
Contacts:  
Head of Sales: Bob Johnson  
Geographic Coverage: International  
Year Established: 1969  
Number of Employees: 10

**WESTERN TELEPHONICS, INC.**  
3435 S. Anna St.  
Santa Ana, CA 92704  
(800) 854-7228  
Major Markets: Peripheral  
Communications Equipment  
Manufacturing  
Target Industries: Data  
Communications, PBX Telephone  
- Industry  
Contacts:  
Head of Software: David Shumway  
Geographic Coverage: International  
Year Established: 1964  
Number of Employees: 30

**WESTERN GEN PRODUCTS**  
51 Fern St.  
Fall River, MA 02724  
(617) 876-1011  
Major Markets: Peripheral  
Manufacturing  
Contacts:  
Head of Sales/Software: J. C. Murray  
Head of Customer Service: Tom Wright  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 320

**WISAT SYSTEMS, INC.**  
1875 S. State St.  
P.O. Box 539  
Orem, UT 84057  
(801) 224-6005  
Major Markets: Computer  
Manufacturing, OEM (Peripheral-  
Terminal), Software House  
Target Industries: Education,  
General Business  
Net Sales: \$10 Million - \$18 Million  
(1983)  
Contacts:  
Head of Sales: Frank Richardson  
Head of Engineering: Tom Seal  
Head of Customer Service: Bill Brantner  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 600

**WILLIAMS COMPUTER**  
PRODUCTS  
21582 Sunnyside Circle  
Huntington Beach, CA 92646  
(714) 860-4467  
Major Markets: Computer  
Manufacturing, OEM (Computer  
System), Desktop/Booker  
Target Industries: Small Business,  
System Integrators  
Contacts:  
Head of Sales: Frank Landau  
Head of Software: George Williams  
Geographic Coverage: International  
Year Established: 1963  
Number of Employees: 7

**WINDMILL SYSTEMS, INC.**  
402 W. Cummings Park  
Weston, MA 01801  
(617) 850-8500  
Major Markets: Peripheral  
Manufacturing  
Contacts:  
Head of Sales: Joel Leiser  
Geographic Coverage: International  
Year Established: 1981

**WINTEX CORP.**  
1801 South St.  
Lafayette, LA 70504  
(517) 742-8428  
Major Markets: Computer  
Manufacturing, Software House,  
Maintenance/Other Services  
Target Industries: OEM  
Target Applications: Industrial  
Control  
Contacts:  
Head of Engineering: Stephen E. Baker  
Head of Customer Service: James B. Wilson  
Geographic Coverage: National  
Year Established: 1973  
Number of Employees: 12

**WORLD STORAGE**  
TECHNOLOGY  
14251 Taperlin Ave.  
Tustin, CA 92680  
(714) 838-1891  
Major Markets: OEM (Peripheral-  
Terminal)  
Contacts:  
Head of Sales: J. Barrie Clark  
Geographic Coverage: International  
Year Established: 1983

**WOODSOP, INC.**  
3554 Ruffin Road  
San Diego, CA 92123  
(619) 575-2077  
Major Markets: Component  
Manufacturing  
Target Industries: OEM, Retail  
Market  
Contacts:  
Head of Software: Casey Ferguson  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 50

**ZEISS**  
432 Llewellyn Dr.  
Brynna, CA 94006  
(408) 733-4200  
Major Markets: Component,  
Terminal Manufacturing  
Contacts:  
Head of Sales: James Lawton  
Head of Customer Service: Don Roemer  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 800

**ZENITH CORP.**  
Headquarters  
800 Longridge Road  
P.O. Box 1820  
Stamford, CT 06904  
(203) 359-8700  
Major Markets: Computer, Terminal,  
Peripheral, Office Equipment  
Manufacturing, Software House,  
Systems House (Commercial/OEM),  
Maintenance/Other Services,  
Multinational Computer Supplies  
Target Industries: Government,  
General Business, Consumer  
Target Applications: Cross Industry,  
DP  
Net Sales: More than \$100 Million  
(1984)  
Geographic Coverage: International  
Year Established: 1950  
Number of Employees: 110,000

**ZYDOL, INC.**  
750 N. Maple Road  
Salina, MI 48178  
(313) 426-6970  
Major Markets: Computer  
Manufacturing, Data Terminal  
(Service Bureau)  
Target Industries: Manufacturing,  
Large OEM  
Target Applications: Automation  
Controls  
Contacts:  
Head of Sales: James McEachan  
Geographic Coverage: Japan,  
Canada  
Year Established: 1969  
Number of Employees: 150

**ZYXTEC CORP.**  
8000 E. Tremont Ave.  
Suite B-7  
Englewood, CO 80111  
(303) 850-9400  
Major Markets: Computer,  
Peripheral Manufacturing  
Target Industries: CAD/CAM  
Geographic Coverage: International  
Year Established: 1982

**ZEISS, INC. OF AMERICA**  
2 Dart Road  
Shenandoah, GA 30966  
(404) 233-7000  
Major Markets: Peripheral  
Manufacturing, Instrument  
Manufacturing  
Target Industries: OEM  
Target Applications: Graphics  
Net Sales: \$30 Million - \$50 Million  
(1983)  
Contacts:  
Head of Software: Richard Cox  
Geographic Coverage: National  
Year Established: 1957  
Number of Employees: 106

**ZAX CORP.**  
2572 White Road  
Irvine, CA 92714  
(714) 474-1170  
Major Markets: Computer  
Manufacturing  
Target Industries: Engineering,  
General Business, Design  
Engineering  
Net Sales: \$10 Million - \$15 Million  
(1982)  
Contacts:  
Head of Sales: Hal Horvitz  
Geographic Coverage: International  
Year Established: 1973  
Number of Employees: 75

**ZEMER CORP.**  
8700 Santa Lane  
Ovair, CA 94688  
(415) 529-3000  
Major Markets: Component,  
Computer Manufacturing  
Target Industries: Industrial Control  
Contacts:  
Head of Sales/Software: James  
Bunney  
Head of Customer Service: Scott  
Kochman  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 45

**ZENITH DATA**  
SYSTEMS  
1000 Milwaukee Ave.  
Glenview, IL 60025  
(312) 391-6800  
Major Markets: Computer, Terminal,  
Peripheral, Office Equipment  
Manufacturing, OEM (Computer  
System), OEM (Peripheral-  
Terminal), Maintenance Computer  
Supplies  
Target Industries: Fortune 1000,  
Small Business, OEM Computer  
Equipment, Higher Education  
Target Applications: Data, Graphics,  
Accounting  
Net Sales: \$25 Million - \$100 Million  
(1980)  
Contacts:  
Head of Sales: John Frank  
Head of Software: Arthur Lambert  
Head of Engineering: Tom Lombard  
Head of Customer Service: Hoy  
Chang  
Geographic Coverage: International  
Year Established: 1973

## Vendors

Number of Employees: 1,000

**300TBS CORP.**  
2400 Main Ave.  
Serra, CA 95050  
(408) 727-7667  
Major Markets: Computer  
Manufacturing; Terminal  
Manufacturing  
Target Industries: OEM, System  
Integrators  
Contacts:  
Head of Sales: Bob Angus  
Head of Engineering/Customer  
Service: Richard Pined  
Geographic Coverage: International  
Year Established: 1973  
Number of Employees: 200

**2SL&S, INC.**  
1315 Dell Ave.  
Campbell, CA 95008  
(408) 270-8000  
Major Markets: Component,  
Computer Manufacturing,  
Distributors  
Target Industries: Maintenance/Other Services

**Contacts:**  
Head of Sales: Janet B. Higgins  
Head of Customer Service: Thomas  
J. Papp  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 1,500

**300ECS**  
10845 Wheatland Ave.  
Serra, CA 95071  
(916) 952-6006  
Major Markets: Component,  
Computer Manufacturing  
Geographic Coverage: National  
Year Established: 1979

**300EC CORP.**  
2000 Ford Circle  
Lakewood, CO 80150  
(313) 248-1911  
Major Markets: Computer  
Manufacturing, OEM (Computer  
Systems)  
Target Industries: Automotive,  
Petroleum, Chemical, Aerospace  
Target Applications: Machine

**Health Monitoring: Torsional  
Couplers, FFT Analysis, Model  
Analysis  
Year Sales: \$1 Million - \$5 Million  
(1982)**

**Contacts:**  
Head of Sales: Denis Durham  
Head of Software: Jerry Zolotor  
Head of Engineering: James Deal  
Head of Customer Service: James  
Webb  
Geographic Coverage: International  
Year Established: 1970  
Number of Employees: 40

**SYNROC, INC.**  
100 Highland Dr.  
Baton Rouge, LA 70810  
(504) 291-5330  
Major Markets: Component  
Manufacturing, Computer  
Manufacturing, OEM (Computer  
Systems), Software House, Systems  
House (Commercial OEM),  
Maintenance/Other Services  
Target Industries: Manufacturing,  
Petroleum

**Target Applications: Process  
Control  
Contacts:**  
Head of Sales/Software: Ed  
Stanchard  
Geographic Coverage: National  
Year Established: 1977  
Number of Employees: 15

**300 IDS**  
Data Recording Products  
SM Center  
Building 225-50-04  
P.O. Box 33000  
St. Paul, MN 55133  
(612) 735-1882  
Major Markets: Peripheral  
Manufacturing, Miscellaneous  
Computer Supplies, Magnetic Media  
Target Applications: Magnetic  
Media  
Contacts:  
Head of Sales: Curtis Koeford  
Head of Software: David R. Wallin  
Geographic Coverage: International  
Number of Employees: 65,700  
Year Established: 1962

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## Computer Systems Index

### Index to Computer Systems by Class

The index and the listings for the computer systems section of the guide have been arranged according to computer classification — microcomputers/personal computers, supermicrocomputers, small business systems and transportable computers. Within each category, the entries have been arranged in alphabetical order by vendor name. The index contains information on the model number, the price and the page on which the complete product listing can be found.

### Micros/Personal Computers

VENDOR	MODEL	PRICE	PAGE
A. B. Shaw Co.	KNOWLEDGE WORKER	\$7,500	A-18
Acorn Computer	DISCOVERY 500	\$7,840	A-18
Acorn Computers Co., Inc.	DISCOVERY 1600	\$8,360	A-18
	BC 2	\$3,500	A-18
	BC 3	\$4,000	A-18
Acta Systems	CPU 3000	\$7,475	A-18
	POS 15	\$36,000	A-18
Amcor Corp.	AUTODATA TEN50	\$18,000	A-18
Amcor Corp.	840YS	\$15,000	A-18
Advanced Digital Corp.	SUPERQUAD	\$2,200	A-18
	SUPERSTAR	\$6,000	A-18
	SUPER/STIM II	\$6,000	A-18
Advanced Digital Products	PDQ-3	\$2,995	A-18
Advanced Micro Devices	AM 915 250210B	\$3,000	A-18
Alphatime	ED	\$13,450	A-18
Alpha Micro Systems	ALDO 7100	\$5,500	A-18
	AM-1000	\$9,000	A-18
	AM-1000E	\$25,000	A-18
	AM-1042	\$40,000	A-18
	AM-1072	\$45,000	A-18
	AM-1082	\$60,000	A-18
	AM-1082	N/A	A-18
Alpha Computer, Inc.	ACS-1	\$2,000	A-18
Alpha Computer Systems	586 SERIES	\$7,200	A-18
	586 SERIES	\$12,000	A-18
	ACS 8000 SERIES	\$2,840	A-18
	ACS 8800 SERIES	\$12,500	A-18
	ACS 8800	\$14,800	A-18
	ALLOS 540 SERIES	\$2,890	A-18
AMP Leigh Sciences, Inc.	HSR 11-B	\$16,500	A-18
Amplex	AMPEX 4000	\$2,200	A-18
	AMPEX 5000	N/A	A-18
Antal Systems Corp.	MESSANGER I	\$10,000	A-18
	MESSANGER II LEVEL 1	\$20,000	A-18
	MESSANGER II LEVEL 2	\$30,000	A-18
Arating Devices	MACEVM-100	\$6,500	A-18
	MACEVM-95	\$6,500	A-18
Autronics Systems, Inc.	11B	\$7,500	A-18
	11M	\$10,500	A-18
	11M	\$5,000	A-18
Amtrak / IBM	RGEL 8	\$20,000	A-18
Apple Computer, Inc.	APPLE II	\$7,395	A-18
	APPLE II+	\$2,995	A-18
Applied Digital Data Systems, Inc.	MULTIVISION I	\$7,480	A-18
	MULTIVISION S-B	\$4,710	A-18
	MULTIVISION S-B	\$4,455	A-18
Applied Dynamics International	AD SYSTEM 10	\$20,000	A-18
ARC Automatic Services, Inc.	ARC BATCHER	\$5,000	A-18
Automatix Corp. of America	INTELLIGENT TERMINAL	\$2,000	A-18
AT&T Information Systems	PERSONAL COMPUTER 6000	\$12,000	A-18
ATV Systems, Inc.	801 DOCUMENTOR	\$6,000	A-18
	200	\$12,000	A-18
	500	\$12,000	A-18
Autosh Corp.	DACMASTER 6000	\$37,000	A-18

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VEHICLE	MODEL	PRICE	PAGE
Automatic Control Electronics Co.	8080	\$30,000	A-18
	80 EC	\$30,000	A-18
	80 EC 4	\$30,000	A-18
	80 EC FM	\$30,000	A-18
	80 EC FM4	\$30,000	A-18
Avanti Technology, Inc.	SCORPION	\$17,000	A-19
	AVATAR TC1	\$1,995	A-26
	AVATAR TC10	\$3,535	A-26
	AVATAR TC10S	\$1,995	A-26
	AVATAR TC112	\$2,995	A-26
Ayala Corp.	5115 DISPLAY SYSTEM	\$3,200	A-30
	AYCON 15	\$11,000	A-30
	AYCON 17	\$3,000	A-30
Babson Corp.	PCM SERIES 2000	\$995	A-30
	PCM SERIES 2000	\$1,200	A-30
Bellings Computer Corp.	505	\$2,200	A-30
	505	\$3,000	A-30
	BC-130FM	\$3,200	A-30
	BC-130D	\$1,995	A-30
	AA 548	\$3,000	A-30
	BR1720	\$35,000	A-30
	PROTEAM	\$7,950	A-31
	CM STATION	\$80,000	A-31
	AS-100	\$3,000	A-31
	TX-50	\$1,295	A-31
Castle Systems	PA55-3000	N/A	A-31
	PA55-3000	\$49,500	A-31
Castle, Inc.	PP 1000/1100	\$2,800	A-31
Challenger Systems	TWP-TRANSLATION WORD PROCESSOR	\$24,850	A-31
Chemical, Inc.	CS SERIES	\$6,000	A-31
Colby Systems Corp.	CGC-7900	\$12,300	A-31
	300	\$7,800	A-31
	SERIES 3400	\$10,000	A-31
Colby Computers	COLBY CONVERSION SYSTEM PC 2.0	\$885	A-31
	COLBY CONVERSION SYSTEM PC 2.1	\$1,540	A-31
	COLBY CONVERSION SYSTEM PC 2.3	\$2,250	A-31
	COLBY CONVERSION SYSTEM 2.0	\$1,188	A-32
	COLBY CONVERSION SYSTEM 2.2	\$1,885	A-32
	PC 3.1	\$2,495	A-32
	PC 3.2	\$2,795	A-32
	PC 3.3	\$4,190	A-32
	PC 3.3R	\$4,495	A-32
	PC 3	\$2,495	A-32
	PC 6	\$2,495	A-32
	ADM-6	\$750	A-32
	COLEX 880	\$3,510	A-32
	954	\$4,995	A-32
	1600-1	\$3,000	A-32
	1800	\$3,000	A-32
	FS4	\$4,495	A-32
	MS4	\$7,195	A-32
Coment Corp.	DISKON M-4	\$7,000	A-34
Commander Business Machines, Inc.	CS4	\$995	A-34
	CSM 8032	\$1,405	A-34
	PCT 4032	\$995	A-34
	SUPER PET	\$1,995	A-34
	PC 20	\$299	A-34
Compu, Inc.	EZ TYPE	\$2,895	A-34
Compu Computer Corp.	COMPAD	\$2,495	A-34
	COMPAD PLUS	\$4,995	A-34
	DESKPRO MODEL 1	\$2,495	A-34
	DESKPRO MODEL 2	\$2,995	A-34
	DESKPRO MODEL 3	\$4,995	A-34
	DESKPRO MODEL 4	\$7,195	A-34
	800 SERIES	\$4,995	A-34
	700 SERIES	\$4,995	A-34
Computer Automation, Inc.	DMX 188	\$7,000	A-34
Computer Systems	ASC-60	\$2,000	A-35
Computer Transceiver Systems, Inc.	XL MICROCOMPUTER	\$2,895	A-35
Costal Code Computer Systems	DAT 8	\$10,000	A-35
	SYSTEM 2024	\$16,000	A-35
	TIGER ATS-16	\$12,000	A-35
Corning Technology, Inc.	NWS COLOR GRAPHIC	\$5,200	A-35
	NWS TURBO	\$4,000	A-35
	NWS	\$8,000	A-35
	NWS GRAPHICS	\$10,000	A-35
Corona Data Systems	CORONA PC HD	\$3,850	A-35

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VENDOR	MODEL	PRICE	TYPE
Corvus Data Systems	CORONA PC-1	\$2,550	A-24
	CORONA PC-2	\$1,850	A-25
	PERSONAL BEST	\$4,700	A-26
	PROXT	\$4,000	A-26
Corvus Systems, Inc.	CONCEPT W.S. I	\$5,000	A-26
	CONCEPT W.S. II	\$6,000	A-26
	CORVUS CONCEPT	\$5,000	A-26
	CORVUS CONCEPT +	\$5,995	A-26
	CORVUS UNIFLEX	\$4,000	A-26
CR Computer Systems, Inc.	CR 7	\$3,000	A-26
	CR 16	\$5,500	A-26
	CR 32	\$15,000	A-26
Crescent, Inc.	C-10-SP	\$1,795	A-26
	CS1	\$7,000	A-26
	CS1	\$3,880	A-26
	CS1D	\$4,895	A-26
	CS1DE	\$6,495	A-26
	CS1H	\$6,895	A-26
	CS1HE	\$8,495	A-26
	CS1HDE	\$9,495	A-26
	CS2	\$4,695	A-27
	CS2D	\$6,995	A-27
	CS2DE	\$8,495	A-27
	CS2H	\$8,495	A-27
	CS2HE	\$9,495	A-27
	CS2HDE	\$10,995	A-27
	CS3A	\$9,995	A-27
	CS3D	\$7,995	A-27
	CS3DE	\$9,995	A-27
	CS3H	\$9,995	A-27
	CS3HE	\$10,495	A-27
	CS3HDE	\$12,495	A-27
CyberSystems, Inc.	CYREY 9980	\$7,000	A-27
	CYREY 9980	\$7,300	A-27
	DMC-500	\$2,500	A-28
Daisy Systems Corp.	GATEMASTER	\$100,000	A-28
	LOGICMAN	\$75,000	A-28
	LOGICMAN II	\$25,000	A-28
Datagraph Corp.	WPS 800	\$1,800	A-28
Datagraph Corp.	CAD MASTER	\$33,000	A-28
Datagraph Corp.	DESKTOP EMULATION MODEL 30	\$12,780	A-28
Datagraph Corp.	UVI	\$12,000	A-28
Datagraph Corp.	1580	\$6,500	A-28
Datagraph Corp.	VISTA-PC	\$4,700	A-28
Datagraph Corp.	A 22A	\$6,500	A-28
Datagraph Corp.	A 22B	\$6,500	A-28
Datagraph Corp.	A 22C	\$12,400	A-28
Datagraph Corp.	A 22E	\$11,200	A-28
Datagraph Corp.	W 22	\$14,700	A-28
Data Technologies Industries	ASSOCIATE	\$2,500	A-28
	ASSOCIATE + 5	\$3,000	A-28
	ASSOCIATE + 10	\$4,000	A-28
	ASSOCIATE + 15	\$4,800	A-28
Data Tools International, Inc.	IAE	\$9,000	A-28
Datronics Corp.	DB 3000	\$4,800	A-28
Datronics Corp.	DB 4	\$1,700	A-28
David Computer, Inc. USA	DS-4	NA	A-28
	DS-16	NA	A-28
	DSB-400/600	\$985	A-28
Davidson Corp.	726BWT	\$3,000	A-29
Davidson Corp.	726BWT	NA	A-29
Davidson Corp.	808T	NA	A-29
Davidson Corp.	808T	NA	A-29
Davidson Corp.	810T	\$15,000	A-29
Davidson Corp.	DELTA 100	\$34,000	A-29
Davidson Corp.	DELTA 100	\$10,000	A-29
Davidson Corp.	PROFESSIONAL 320	\$3,375	A-29
Davidson Corp.	PROFESSIONAL 360	\$4,375	A-29
Davidson Corp.	RANBOW 100	NA	A-29
Davidson Corp.	THE RANBOW 100	\$2,675	A-29
Davidson Corp.	DMS-3	NA	A-29
Davidson Corp.	DMS-3001	\$8,500	A-29
Davidson Corp.	DMS-4	\$5,150	A-29
Davidson Corp.	DMS-15	NA	A-29



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VENDOR	MODEL	PRICE	PAGE
Digital Microsystems, Inc.	DMS-818	\$1,895	A-34
	DMS-5080	N/A	A-35
	DMS-5086	\$3,785	A-35
Digital Pathways, Inc.	DEFENDER II	N/A	A-35
	S/C I	\$3,000	A-35
Digital Systems, Inc.	DE1000	\$2,200	A-31
	DE2000	\$5,200	A-31
Digital	MAGNUM PC 1000	\$10,000	A-31
Direct, Inc.	DIRECT 1005	\$2,995	A-31
	DIRECT 1001	\$1,995	A-31
	1005	\$2,995	A-31
Donald Mitchell Corp.	OP 1880 SERIES	\$29,245	A-31
GP Business Systems, Inc.	8500	\$4,500	A-31
Dual Systems Corp.	83500	\$86,840	A-31
	83500	\$25,200	A-31
Durango Systems, Inc.	800 SERIES	\$7,450	A-31
	900 SERIES	\$8,950	A-31
Eagle Computer, Inc.	EAGLE PC PLUS XL	\$3,995	A-31
	EAGLE PC TURBO XL	\$4,995	A-31
	EAGLE PC PLUS 1	\$1,795	A-31
	EAGLE PC PLUS 2	\$2,195	A-31
EAH Electronics	EH-4100	\$10,000	A-31
Electro Design, Inc.	EM-12	\$1,800	A-31
	EM-18	\$2,100	A-31
	EM-12	\$1,800	A-31
Electro-Design, Inc.	T-280	\$1,400	A-31
Electric Control Technology, Inc.	3030	\$1,260	A-31
E & L Instruments	FOX	\$300	A-31
	WAG2	\$1,500	A-31
Exxon Engineering Co.	EX-1105	\$6,000	A-31
	EX-1115	\$16,000	A-31
Estimation, Inc.	80 MASTER 1	\$7,995	A-31
	80 MASTER 5	\$14,995	A-31
ET Computer Systems, Inc.	2010	\$1,795	A-31
	2032	\$2,495	A-31
Executive Presentation Systems Corp.	EPS SYSTEM	\$20,000	A-31
Fash, Inc.	DTF	\$2,995	A-31
Financial Business Computers, Inc.	FBC COMMANDER	\$4,500	A-31
	FBC COMPUTER	\$10,000	A-31
First Computer Corp.	GENMIN 23 PLUS	N/A	A-31
	GENMIN 73	N/A	A-31
	TAURUS 73	\$12,000	A-31
Fortune Systems	32-16	\$6,000	A-31
Forward Technology	MODEL 3000	\$25,000	A-31
Franklin Staffing Systems	3410	\$6,000	A-31
	3420	N/A	A-31
	3440	\$12,000	A-31
	PELICAN	N/A	A-31
	PHOENIX	N/A	A-31
Franklin Computer Corp.	ACE 1000	\$1,085	A-34
	ACE 1200	\$1,895	A-34
Fujitsu Microelectronics, Inc.	MC1018	\$2,500	A-34
General Automation	ZEPRA 1500	\$13,500	A-34
Gins, Inc.	GRAX	\$3,995	A-34
Gordon West Computers, Inc.	994 SERIES	\$5,500	A-34
Gould, Inc.	PS 1000	N/A	A-34
Harvey Computer Corp.	254	\$2,000	A-34
Hartwell, Inc.	HEXA	\$2,000	A-34
Houston Corp.	HIM800 SYSTEM	\$2,815	A-34
Houston-Packard Co.	800 SERIES 900	\$2,000	A-34
	HP 80A	\$6,500	A-34
	HP 80B	N/A	A-34
	HP 150	N/A	A-34
	SERIES 200 MODEL 218	N/A	A-34
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	HERCULES	\$12,000	A-76
General Robotics Corp.	SCORPIO	\$5,000	A-76
	HP 125 SERIES	\$5,000	A-76
Hardware-Pushard Co.	HP 250	\$20,000	A-76
	63E	\$26,000	A-72
	63E	\$30,000	A-72
Hewlett-Packard Information Systems, Inc.	OPS 6/21	\$18,500	A-76
	SYSTEMS DATAMASTER	\$10,000	A-76
	SYSTEM34	\$20,000	A-76
	SYSTEM78	\$40,000	A-76
	ORIGO SERIES	\$7,000	A-76
	SYSTEM 25	\$35,000	A-72
Independent Business Systems, Inc.	ULTRAFRAME	\$7,500	A-76
Industrial Computer Designs, Inc.	VANTAGE POINT COMPUTER	\$6,500	A-76
Infortec	HEADSTART	\$3,990	A-76
Logiflex Business Machines	LXT	\$5,900	A-76
MSB Sausal	SYSTEM 20	\$73,000	A-72
	SYSTEM 40	\$95,000	A-76
Microdata Corp.	4860 SERIES	N/A	A-72
Microvision, Inc.	MVSYSM	\$11,500	A-76
	MAVIMR	\$17,250	A-76
	MS SYSTEM	\$6,990	A-76
MON Corp.	1-TOWER	\$24,245	A-76
	1600	\$24,000	A-72
NBC Information Systems	ASTRA 210	\$11,800	A-76
	ASTRA 230	\$13,500	A-76
	ASTRA 250	\$27,900	A-77
	ASTRA 270	\$27,000	A-77
Nordair Computer Corp.	8845	\$30,000	A-77

## Computer Systems Index

VENDOR	MODEL	PRICE	PAGE
Horibacter Computers, Inc.	ADVANTAGE 816	\$2,000	A-77
	HORIZON 8118 TURBO DOS	\$2,000	A-77
	NORTHSTAR DIMENSION	\$7,000	A-77
	OCTAGON 876	\$7,350	A-77
Octagon Computer Systems, Inc.			
OSM Computer Corp.	ZEUS 34	\$10,800	A-77
	ZEUS 35/16	N/A	A-77
	ZEUS 4	\$4,200	A-77
	ZEUS 416	N/A	A-77
Parsons Computer Corp.	SABRE	\$15,000	A-77
	SYSTEM 3200	\$5,000	A-77
Pharos Peripheral Systems, Inc.	8200	\$8,300	A-77
	8400	\$11,400	A-77
	8800/1700	\$17,250	A-78
Q1 Corp.	Q1-8800	\$15,000	A-78
	Q1-48000 DESKTOP	\$7,500	A-78
	Q1/LITE	\$10,000	A-78
	Q1/MICROLITE	\$5,500	A-78
Rair Computer Corp.	RAIR BUSINESS COMPUTER	\$8,000	A-78
Raytheon Co.	RCS SIGNATURE 8000	\$9,000	A-78
Retall Solutions, Inc.	THE RETAILER	\$14,000	A-78
Singer Data Products	8121	\$3,450	A-78
	8201	\$4,500	A-78
	8241	\$4,500	A-78
Sanico Signal Broadcasting	V-WEST 70	\$4,375	A-78
	V-SHOW	\$4,375	A-78
	V-SHOWS	\$4,375	A-78
	V-SHOWS 2	\$4,375	A-78
	V-324	\$4,375	A-78
Selveton, Inc.	SOLUTION 7000	\$15,000	A-78
Southern Computer Systems, Inc.	SCS-8000	\$20,000	A-78
Sperry Corp.	9030 SYSTEM	\$32,720	A-78
	9080 SYSTEM	N/A	A-78
	9090 SYSTEM	N/A	A-78
	1900/10 SYSTEM	\$31,404	A-78
	BC7	\$15,000	A-78
	SYSTEM 80 MODELS 3 & 5	\$20,261	A-78
TekVideo Systems, Inc.	TS-804	\$6,000	A-78
	TS-8000	\$16,895	A-78
	TS-8160	\$9,485	A-78
Texon Instruments, Inc.	BUSINESS SYSTEM 200 SERIES	\$12,950	A-78
	BUSINESS SYSTEM 300 SERIES	\$12,485	A-78
The Ultimate Corp.	THE ULTIMATE 750	\$95,000	A-78
	ULTIMATE 1000	\$32,000	A-78
	ULTIMATE 2000	\$34,000	A-80
Ung Laboratories, Inc.	2200 LVP	\$8,500	A-80
	2200 LVPIC	\$8,000	A-80
	2200 MVP	\$4,200	A-80
	2200 MVPIC	\$6,000	A-80
	2200 SVP	\$4,500	A-80
Worm Data, Inc.	BULLET	\$1,550	A-80
	SUPER BULLET	\$2,595	A-80
Wishart Corp.	SPRINT 88	\$3,649	A-80
Xerox Corp.	168	\$2,365	A-80
	8015	\$9,395	A-80
	SYSTEM 8000 MODEL 15	\$14,950	A-80
	SYSTEM 8000 MODEL 11 PLUS	\$12,850	A-80
	SYSTEM 8000 MODEL 21	\$21,800	A-80
	SYSTEM 8000 MODEL 31	\$31,850	A-80
Zelus	S-11	\$4,000	A-80

## Supermicrocomputers

VENDOR	MODEL	PRICE	PAGE
Apple Computer, Inc.	LIISA 2	\$3,495	A-88
	MACINTOSH	\$2,395	A-88
AT&T Information Systems	282/300	\$9,950	A-88
Apple Corp.	HYCON 200	\$7,000	A-88
Calson Data Systems, Inc.	UNISTAR 100	\$9,950	A-88
	UNISTAR 200	\$13,950	A-88
	UNISTAR 300	\$18,950	A-88
	PA35-410	N/A	A-88



## Computer Systems Index

MODEL	PRICE	MODEL	PRICE
Gateway Systems		PS/2-3100	N/A
Charles River Data Systems, Inc.		UNIVERSER 88	\$9,900
Comarc Corp.		UNIVERSER 2200	\$14,900
Conti Code Computer Systems		UNIVERSER 2200	\$19,900
CTB Systems, Inc.		TIGER AT5-32	\$20,000
Datto General Corp.		TIGER AT5-64	\$20,000
Datto Data Systems Corp.		WORKMATE	\$20,000
Digital Equipment Corp.		WORKMANAGER	\$13,500
Digital Systems, Inc.		DESKTOP GENERATION MODEL 10	\$8,700
Digital Equipment Corp.		DESKTOP GENERATION MODEL 10SP	\$8,125
Digital Systems, Inc.		DESKTOP GENERATION MODEL 20	\$16,700
Dynalene Corp.		DESKTOP	N/A
Eastman Technology, Inc.		MACROMAX I	N/A
Florida Computer Graphics		DE4000	\$17,900
Gold Systems Corp.		CONSULTANT I	\$16,900
Graphic Systems, Inc.		CONSULTANT II	\$16,900
Graphic Systems, Inc.		CONSULTANT III	\$16,900
Graphic Systems, Inc.		CONSULTANT IV	\$16,900
Graphic Systems, Inc.		CONSULTANT V	\$16,900
Graphic Systems, Inc.		CONSULTANT VI	\$16,900
Graphic Systems, Inc.		CONSULTANT VII	\$16,900
Graphic Systems, Inc.		CONSULTANT VIII	\$16,900
Graphic Systems, Inc.		CONSULTANT IX	\$16,900
Graphic Systems, Inc.		CONSULTANT X	\$16,900
Graphic Systems, Inc.		CONSULTANT XI	\$16,900
Graphic Systems, Inc.		CONSULTANT XII	\$16,900
Graphic Systems, Inc.		CONSULTANT XIII	\$16,900
Graphic Systems, Inc.		CONSULTANT XIV	\$16,900
Graphic Systems, Inc.		CONSULTANT XV	\$16,900
Graphic Systems, Inc.		CONSULTANT XVI	\$16,900
Graphic Systems, Inc.		CONSULTANT XVII	\$16,900
Graphic Systems, Inc.		CONSULTANT XVIII	\$16,900
Graphic Systems, Inc.		CONSULTANT XIX	\$16,900
Graphic Systems, Inc.		CONSULTANT XX	\$16,900
Graphic Systems, Inc.		CONSULTANT XXI	\$16,900
Graphic Systems, Inc.		CONSULTANT XXII	\$16,900
Graphic Systems, Inc.		CONSULTANT XXIII	\$16,900
Graphic Systems, Inc.		CONSULTANT XXIV	\$16,900
Graphic Systems, Inc.		CONSULTANT XXV	\$16,900
Graphic Systems, Inc.		CONSULTANT XXVI	\$16,900
Graphic Systems, Inc.		CONSULTANT XXVII	\$16,900
Graphic Systems, Inc.		CONSULTANT XXVIII	\$16,900
Graphic Systems, Inc.		CONSULTANT XXIX	\$16,900
Graphic Systems, Inc.		CONSULTANT XXX	\$16,900
Graphic Systems, Inc.		CONSULTANT XXXI	\$16,900
Graphic Systems, Inc.		CONSULTANT XXXII	\$16,900
Graphic Systems, Inc.		CONSULTANT XXXIII	\$16,900
Graphic Systems, Inc.		CONSULTANT XXXIV	\$16,900
Graphic Systems, Inc.		CONSULTANT XXXV	\$16,900
Graphic Systems, Inc.		CONSULTANT XXXVI	\$16,900
Graphic Systems, Inc.		CONSULTANT XXXVII	\$16,900
Graphic Systems, Inc.		CONSULTANT XXXVIII	\$16,900
Graphic Systems, Inc.		CONSULTANT XXXIX	\$16,900
Graphic Systems, Inc.		CONSULTANT XL	\$16,900
Graphic Systems, Inc.		CONSULTANT XLI	\$16,900
Graphic Systems, Inc.		CONSULTANT XLII	\$16,900
Graphic Systems, Inc.		CONSULTANT XLIII	\$16,900
Graphic Systems, Inc.		CONSULTANT XLIV	\$16,900
Graphic Systems, Inc.		CONSULTANT XLV	\$16,900
Graphic Systems, Inc.		CONSULTANT XLVI	\$16,900
Graphic Systems, Inc.		CONSULTANT XLVII	\$16,900
Graphic Systems, Inc.		CONSULTANT XLVIII	\$16,900
Graphic Systems, Inc.		CONSULTANT XLIX	\$16,900
Graphic Systems, Inc.		CONSULTANT L	\$16,900
Graphic Systems, Inc.		CONSULTANT LI	\$16,900
Graphic Systems, Inc.		CONSULTANT LII	\$16,900
Graphic Systems, Inc.		CONSULTANT LIII	\$16,900
Graphic Systems, Inc.		CONSULTANT LIV	\$16,900
Graphic Systems, Inc.		CONSULTANT LV	\$16,900
Graphic Systems, Inc.		CONSULTANT LVI	\$16,900
Graphic Systems, Inc.		CONSULTANT LVII	\$16,900
Graphic Systems, Inc.		CONSULTANT LVIII	\$16,900
Graphic Systems, Inc.		CONSULTANT LIX	\$16,900
Graphic Systems, Inc.		CONSULTANT LX	\$16,900
Graphic Systems, Inc.		CONSULTANT LXI	\$16,900
Graphic Systems, Inc.		CONSULTANT LXII	\$16,900
Graphic Systems, Inc.		CONSULTANT LXIII	\$16,900
Graphic Systems, Inc.		CONSULTANT LXIV	\$16,900
Graphic Systems, Inc.		CONSULTANT LXV	\$16,900
Graphic Systems, Inc.		CONSULTANT LXVI	\$16,900
Graphic Systems, Inc.		CONSULTANT LXVII	\$16,900
Graphic Systems, Inc.		CONSULTANT LXVIII	\$16,900
Graphic Systems, Inc.		CONSULTANT LXIX	\$16,900
Graphic Systems, Inc.		CONSULTANT LXX	\$16,900
Graphic Systems, Inc.		CONSULTANT LXXI	\$16,900
Graphic Systems, Inc.		CONSULTANT LXXII	\$16,900
Graphic Systems, Inc.		CONSULTANT LXXIII	\$16,900
Graphic Systems, Inc.		CONSULTANT LXXIV	\$16,900
Graphic Systems, Inc.		CONSULTANT LXXV	\$16,900
Graphic Systems, Inc.		CONSULTANT LXXVI	\$16,900
Graphic Systems, Inc.		CONSULT	

## Transportable Computers

VENDOR	MODEL	PRICE	RANK
Artix Computer Corp.	ACTRIX COMPUTER	\$2,180	A-65
Anderson Jacobson, Inc.	AJ PASSPORT MBA	N/A	A-63
Asahi Computer, Inc.	APPLE IC	\$1,285	A-62

# Computer Systems Index

VENDOR	MODEL	PRICE	RATE
Cash, Inc.	FX-750P	\$90	A-83
	FX-750	\$130	A-83
	FX-820P	\$150	A-83
	FX-700	\$200	A-84
	1600-UP	\$2,495	A-84
Columbia Data Products, Inc.	SK 84	N/A	A-84
Commodore Business Machines, Inc.	COMAUER	\$1,995	A-84
Commodore Computer Corp.	ELECTRIC BRIEFCASE	\$1,495	A-84
Compaq, Inc.	COMPAQ PORTABLE COMPUTER	\$2,295	A-84
Compaq Computer Corp.	OMEGA MTE	\$2,995	A-84
Compaq	DOT 3000	\$2,995	A-84
Computer Systems, Inc.	WORLDGATE	N/A	A-84
Computer Systems, Inc.	CORONA PORTABLE PPC-2	\$2,595	A-84
Computer Technology, Inc.	ELECTRONIC NOTEBOOK	\$2,395	A-84
Corvus Systems	DMS-3/ FOX	\$3,350	A-84
Dolan, Inc.	M18	\$799	A-88
Digital Microsystems, Inc. (DSI)	MP18	\$2,195	A-88
Dynalco Global Corp.	EAGLE PC SPIRIT XL	\$3,995	A-88
Eagle Computer, Inc.	EAGLE PC SPIRIT 2	\$2,995	A-88
Educational Microcomputer Systems	MICRO 1	\$1,250	A-88
Exxon America, Inc.	GENEVA/PE-4	\$899	A-88
Garmin Computer Corp.	MS-20	\$795	A-88
	GAWLAN	\$2,995	A-88
	SC	\$2,995	A-88
GSI, Inc.	HP 75	\$3,290	A-88
Gold Systems Corp.	TEMPST	\$14,999	A-88
Hamlet-Parkland Co.	HP 808	N/A	A-88
	HP 110	N/A	A-88
IBM	PORTABLE PERSONAL COMPUTER	\$2,995	A-88
International System Marketing, Inc.	EXPRESS	\$3,199	A-88
Janus International, Inc.	JONAS 2100	\$3,995	A-87
Kaypro Corp.	JONAS 2500	\$3,995	A-87
	KAYPRO 2K	\$1,295	A-87
	KAYPRO 4	\$1,995	A-87
	KAYPRO 10	\$2,795	A-87
	KAYPRO 12K	\$3,295	A-87
Micro Office Systems Technology, Inc.	ROADPIONEER	\$2,000	A-87
Milpro Corp.	MILPRO-GAWLAN MPC-16	\$12,000	A-87
NEC Home Electronics (NEC), Inc.	8001	\$799	A-87
Overland Systems, Inc.	OS-4	\$2,500	A-87
	OS-4	\$2,500	A-87
Osborne Computer Corp.	OSBORNE EXECUTIVE	\$1,495	A-87
Osborne	OSBORNE	\$945	A-87
Osborne Corp.	2001	N/A	A-87
	ATTACHE	\$3,995	A-88
Panasonic Industrial Co.	SENIOR PARTNER	\$2,495	A-88
	SUPER SENIOR PARTNER	\$3,995	A-88
Personal Micro Computers, Inc.	THE LINK MIC	\$200	A-88
Private Computers, Inc.	MICRO MATE	\$1,295	A-88
Radii Corp.	TRANSPORTABLE SOLUTIONS	\$2,995	A-88
Samuelson International	UTLICOOPER	\$2,000	A-88
	HUSKY	\$1,874	A-88
	HUSKY HUNTER	\$2,000	A-88
	HUSKY RITHMICALLY SAFE	\$2,000	A-88
	HUSKY SPECIAL PERFORMANCE	\$2,000	A-88
Seagun Computer Corp.	CHAMELEON	\$1,995	A-88
SEC Electronics Corp.	CHAMELEON PLUS	\$2,000	A-88
Seagun Electronics Corp.	PC-1000A	\$200	A-88
Seagun Communications Products Co.	PC-5000	\$1,995	A-88
Seagun Electronics	SAC-70	\$2,000	A-88
Seagun Electronics	PIED PAPER	\$1,299	A-88
Seagun Electronics	THE TRAVELER PC	\$4,495	A-88
Seagun Electronics	TRIS-80 MODEL 100	\$2,799	A-88
Seagun Electronics	TRIS-80 MODEL 4P	\$2,500	A-88
Seagun Electronics	TELEGRAM 3000	\$2,500	A-88
Seagun Electronics	TELEGRAM 4000	\$3,595	A-88
Seagun Electronics	TELEGRAM 4100	\$3,500	A-88
Seagun Electronics	TELEGRAM 5000	\$2,995	A-88
Seagun Electronics	TELEGRAM 5100	\$2,500	A-88
Seagun Electronics	TPC 1	\$1,499	A-88
Seagun Electronics	TPC 2	\$3,995	A-88
Seagun Electronics	PORTABLE PROFESSIONAL	N/A	A-70
Seagun Electronics	COMPUTER	\$1,995	A-70
Seagun Electronics	ZFA-161-2T	\$2,399	A-70
Seagun Electronics	ZFA-161-32	\$2,999	A-70

## Micros/Personal Computers

### A. B. EISEN CO.

**KNOWLEDGE WORKER**  
Word Length: 18 bit  
Operating System: CROS, CPM, MS, MS-DOS, CTS  
Languages Supported: Cobol, Fortran, Pascal, Basic, Compiler  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Communications Protocol: Asynchronous  
Benchmarks: X.25, 278/3780  
Price: \$7,850  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to Manufacturing Facility  
Date First Installed: 1984  
(See Vendor Profile Page V-1)

### ACTION COMPUTER

**DISCOVERY 549**  
Plug Compatibility: TeleVideo  
Word Length: 8/16 bit  
Operating System: CPM  
Languages Supported: Cobol, Fortran, Basic, Basic Plus, Basic Plus 2, Pascal, RPG, APL, PL/I, Basic, C  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 18  
Communications Protocol: Asynchronous, Synchronous, SCLC/29A  
Price: \$7,640  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to Manufacturing Facility  
Monthly Maintenance: \$100  
Date First Installed: January 1983  
Number Installed to Date: 500  
(See Vendor Profile Page V-1)

### ACTION COMPUTER

**DISCOVERY 1649**  
Plug Compatibility: TeleVideo  
Word Length: 8/16 bit  
Operating System: CPM, CPC  
Languages Supported: Cobol, Fortran, Basic, Basic Plus, Basic Plus 2, Pascal, RPG, APL, PL/I, Basic, C  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 28  
Communications Protocol: Asynchronous, Synchronous, SCLC/29A  
Price: \$3,380  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to Manufacturing Facility  
Monthly Maintenance: \$100  
Date First Installed: April 1979  
Number Installed to Date: 5,000

### ACTION INSTRUMENTS CO., INC.

Specific Applications: Industrial Control  
Word Length: 8 bit  
Operating System: ABLE  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 528K bytes

Multiple Users: No  
Communications Protocol: Asynchronous  
Price: \$5,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site  
Date First Installed: 1978  
Number Installed to Date: 500 - 1,000  
(See Vendor Profile Page V-1)

### ACTION INSTRUMENTS CO., INC.

Word Length: 8 bit  
Operating System: ABLE  
Languages Supported: Basic  
Minimum Memory: 384K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Communications Protocol: Asynchronous  
Price: \$5,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Return to Manufacturing Facility  
Date First Installed: October 1983  
Number Installed to Date: 100

### ACTU SYSTEMS

**CRU 3688**  
Word Length: 8 bit  
Operating System: FLEX  
Languages Supported: Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Communications Protocol: Asynchronous  
Price: \$7,875  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Monthly Maintenance: \$95  
Date First Installed: January 1983  
Number Installed to Date: 75  
(See Vendor Profile Page V-1)

### ACTU SYSTEMS

**PCB 18**  
Word Length: 8 bit  
Operating System: OS-6  
Languages Supported: Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 18  
Communications Protocol: Asynchronous  
Price: \$30,000  
Vendor Sales Terms: Purchase, Lease  
Distribution: Third-Party  
Maintenance: On-Site  
Monthly Maintenance: \$250  
Date First Installed: June 1981  
Number Installed to Date: 310

### ADAMCO CORP.

**AUTODATA TERN9**  
Specific Applications: Data Acquisition  
Word Length: Dual 8 bit  
Languages Supported: Basic  
Minimum Memory: 10K bytes

Minimum Memory: 164K bytes  
Multiple Users: No  
Minimum I/O Ports: 5  
Communications Protocol: Asynchronous  
Price: \$18,000  
Vendor Sales Terms: Purchase, Rental  
Distribution: End User, OEM  
Maintenance: Remote Diagnostic, Return to Manufacturing Facility  
Date First Installed: September 1981  
Number Installed to Date: 305 - 1,000  
(See Vendor Profile Page V-1)

### ADAC CORP.

**SARTS**  
Word Length: 18 bit  
Operating System: RSX-11M, RT-11, VMS, MS-DOS  
Languages Supported: Basic  
Minimum Memory: 8K bytes  
Maximum Memory: 48K bytes  
Multiple Users: No  
Communications Protocol: Asynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Return to Manufacturing Facility  
Monthly Maintenance: \$200  
Date First Installed: 1982  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-1)

### ADVANCED BITAL CORP.

**SUPERQUAD**  
Word Length: 8 bit  
Operating System: CPM, MP/M, TURBOCROSS, MP/M  
Languages Supported: Cobol, Fortran, Basic, Basic Plus, Basic Plus 2, Pascal  
Minimum Memory: 64K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 2  
Communications Protocol: Asynchronous  
Price: \$2,200  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site  
Date First Installed: February 1980  
Number Installed to Date: 7,000  
(See Vendor Profile Page V-1)

### ADVANCED BITAL CORP.

**SUPERLITE**  
Word Length: 8 bit  
Operating System: CPM, TURBOCROSS, MP/M  
Minimum Memory: 64K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 2  
Communications Protocol: Asynchronous  
Price: \$2,200  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site  
Date First Installed: February 1980

### ADVANCED BITAL CORP.

**SUPERSTAR**  
Word Length: 8/16 bit  
Operating System: CPM

**TURBOCROSS**  
Concurrent CPM - Languages Supported: Cobol, Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 64K bytes  
Maximum Memory: 1K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 10  
Communications Protocol: Asynchronous  
Price: \$8,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Remote Diagnostic, Return to Manufacturing Facility  
Third-Party  
Date First Installed: April 1983  
Number Installed to Date: 500 - 1,000

### ADVANCED BITAL CORP.

**SUPERSTAR 8**  
Word Length: 8 bit  
Operating System: CPM  
Languages Supported: Cobol, Fortran, Basic, Pascal, PL/I  
Minimum Memory: 64K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 2  
Communications Protocol: Asynchronous  
Price: \$6,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: November 1983  
Number Installed to Date: 100 - 500

### ADVANCED BITAL CORP.

**PROD-3**  
Word Length: 18 bit  
Operating System: UCSD  
Languages Supported: Pascal, ADA  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Minimum I/O Ports: 2  
Communications Protocol: Asynchronous  
Price: \$2,895  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Monthly Business Systems  
Date First Installed: 1980  
Number Installed to Date: 100

### ADVANCED BITAL CORP.

**PROD-3**  
Word Length: 18 bit  
Operating System: RSX-11, RT-11, RSTS/E  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Multiple Users: Yes  
Communications Protocol: Asynchronous, Synchronous, ACCOPLC, SCLC/29A, X.25  
Price: \$2,000  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Third-Party

## Micros/Personal Computers

Micro Business Systems  
Monthly Maintenance: \$80  
Date First Installed: 1982  
Number Installed to Date: 25

**ADVANCED MICRO SERVICES**  
AM 518/38108  
Word Length: 32 bit  
Operating System: CP/M, AM-DCS  
Languages Supported: Assembly  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous  
Price: \$13,485  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Perceol Diagnostics,  
Return to Manufacturing Facility,  
Third-Party  
Date First Installed: October 1983  
(See Vendor Profile Page 1-1)

**ALPHATHINKS**  
80  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$2,500  
Vendor Sales Terms: Purchase,  
Rent, Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$50  
Date First Installed: 1982  
Number Installed to Date: 10-50  
(See Vendor Profile Page 1-1)

**ALPHATHINKS**  
ALDO 2186  
Specific Application: WIP Office  
System  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$5,500  
Vendor Sales Terms: Purchase,  
Rent, Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$50  
Date First Installed: 1977  
Number Installed to Date: 50-100

**ALPHA MICRO SYSTEMS**  
AM-1002  
Word Length: 32 bit  
Operating System: AMOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SOL/CSPA  
Price: \$9,000

Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party, Alpha  
Data  
Date First Installed: August 1982  
(See Vendor Profile Page 1-2)

**ALPHA MICRO SYSTEMS**  
AM-1002  
Word Length: 32 bit  
Operating System: AMOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Assembler  
Minimum Memory: 512K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SOL/CSPA  
Price: \$25,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: August 1983

**ALPHA MICRO SYSTEMS**  
AM-1002  
Word Length: 32 bit  
Operating System: AMOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Assembler  
Minimum Memory: 512K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SOL/CSPA  
Price: \$40,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: April 1983

**ALPHA MICRO SYSTEMS**  
AM-1072  
Word Length: 32 bit  
Operating System: AMOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Assembler  
Minimum Memory: 512K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SOL/CSPA  
Price: \$45,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: April 1983

**ALPHA MICRO SYSTEMS**  
AM-1082  
Word Length: 32 bit  
Operating System: AMOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Assembler  
Minimum Memory: 512K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SOL/CSPA  
Price: \$60,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: April 1984

**ALPHA MICRO SYSTEMS**  
AM-1082  
Word Length: 32 bit  
Operating System: AMOS, CP/M  
Languages Supported: Cobol,

Fortran, Basic, Assembler  
Minimum Memory: 512K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Communications Protocols:  
2780/2780

Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: April 1983

**ALPHA COMPUTER, INC.**  
AD-1  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Basic, Pascal, PL/I, C  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous  
Price: \$2,500  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Distributor  
Monthly Maintenance: \$125  
Number Installed to Date: 1,000-  
5,000  
(See Vendor Profile Page 1-2)

**ALTO COMPUTER SYSTEMS**  
585 SERIES  
Word Length: 16 bit  
Operating System: Xerox/Unix,  
CP/M, MP/M, Pict  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 512K bytes  
Maximum Memory: 5M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bionchronous,  
SOL/CSPA  
Price: \$7,900  
Distribution: OEM  
Maintenance: Third-Party, TRW  
Date First Installed: May 1983  
(See Vendor Profile Page 1-2)

**ALTO COMPUTER SYSTEMS**  
585 SERIES  
Word Length: 16 bit  
Operating System: Unix, CP/M, MP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C, Fortran,  
RPL, APL, PL/I, Basic, Pascal, C  
Minimum Memory: 1M bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols: BOLL,  
Bionchronous  
Price: \$12,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: August 1983

**ALTO COMPUTER SYSTEMS**  
ACS 585 SERIES  
Word Length: 8 bit  
Operating System: CP/M, Celtic,  
MP/M  
Languages Supported: Cobol,

Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Bionchronous,  
CP/MET  
Price: \$2,840  
Distribution: OEM  
Maintenance: Third-Party, TRW  
Number Installed to Date: 10,000-  
50,000

**ALTO COMPUTER SYSTEMS**  
ACS 585 SERIES  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 512K bytes  
Maximum Memory: 724K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$12,500  
Distribution: OEM  
Maintenance: Third-Party, TRW  
Number Installed to Date: 10,000-  
50,000

**ALTO COMPUTER SYSTEMS**  
ACS 585 SERIES  
Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Focus  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$14,500  
Distribution: OEM  
Maintenance: Third-Party, TRW  
Date First Installed: 1982

**ALTO COMPUTER SYSTEMS**  
ALTO 585 SERIES  
Word Length: 16 bit  
Operating System: CP/M, MP/M-  
8  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous, SOL/CSPA  
Price: \$2,800  
Distribution: OEM  
Maintenance: Third-Party, TRW  
Number Installed to Date: 10,000-  
50,000

**ALTO COMPUTER SYSTEMS**  
ALTO 585 SERIES  
Word Length: 8 bit  
Operating System: MP/M, CP/M,  
Celtic  
Minimum Memory: 102K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$2,500  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Third-Party, TRW

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# COMPUTERWORLD

THE NEWSWEEKLY FOR THE COMPUTER COMMUNITY

## Micros/Personal Computers

Date First Installed: January 1983

**ADP LOGIC SERVICES, INC.**  
SER 11-B  
Specific Application: CAD/CAM,  
Graphics

Word Length: 16 bit  
Languages Supported: Fortran  
Minimum Memory: 32K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$15,500  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: End User, OEM  
Maintenance: On-Site, Remote  
Diagnosis, Return to  
Manufacturing Facility  
Date First Installed: 1978  
Number Installed to Date: 5,000 -  
10,000  
(See Vendor Profile Page V-2)

**AMPEX**  
AMPEX 4800

Word Length: 8 bit  
Languages Supported: Cobol;  
Fortran; Basic; Assembler  
Minimum Memory: 64K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$2,200  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: December 1978  
Number Installed to Date: 5,000 -  
10,000  
(See Vendor Profile Page V-2)

**AMPEX**  
AMPEX 8800

Plug Compatibility: Honeywell 7700;  
IBM 3070  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; Assembler  
Minimum Memory: 64K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: October 1984

**ARTEL SYSTEMS CORP.**  
ARTEMIS 1

Specific Application: Electronic  
Imaging  
Word Length: 8 bit  
Operating System: Proprietary  
Languages Supported: Proprietary  
Minimum Memory: 64K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User

Maintenance: Third-Party  
Monthly Maintenance: \$70  
Date First Installed: August 1978  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-2)

**ARTEL SYSTEMS CORP.**  
ARTEMIS 4 LEVEL 1

Specific Application: Electronic  
Imaging  
Word Length: 8 bit  
Operating System: Proprietary  
Minimum Memory: 320K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$20,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: April 1982  
Number Installed to Date: 12

**ARTEL SYSTEMS CORP.**  
ARTEMIS 4 LEVEL 2

Specific Application: Electronic  
Imaging  
Word Length: 8 bit  
Operating System: Proprietary  
Minimum Memory: 320K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$20,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: Third-Party  
Monthly Maintenance: \$70  
Date First Installed: October 1981  
Number Installed to Date: 25

**ANALOG DEVICES**  
BACSTR-100

Specific Application: Process  
Control  
Word Length: Dual 8 bit  
Operating System: MP/M 86  
Languages Supported: Cobol;  
Fortran; Basic; MAC; Basic 3  
Minimum Memory: 1M bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$5,500  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Monthly Maintenance: \$150  
Date First Installed: October 1982  
(See Vendor Profile Page V-3)

**ANALOG DEVICES**  
BACSTR-100

Specific Application: Process  
Control  
Word Length: Dual 8 bit  
Operating System: MP/M 86  
Languages Supported: Cobol;

Fortran; Basic; MAC; Basic 3  
Minimum Memory: 128K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$5,500  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: October 1982

**ANDROSIS SYSTEMS, INC.**  
11/8

Plug Compatibility: DEC LSI-11  
Word Length: 16 bit  
Operating System: Unix, RT-11,  
RSX-11M  
Languages Supported: Fortran;  
Basic; Basic Plus 2; Pascal  
Minimum Memory: 32K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$7,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: 1977  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-3)

**ANDROSIS SYSTEMS, INC.**  
11/8

Word Length: 16 bit  
Operating System: Unix, VMS, RSX-  
11M  
Languages Supported: Fortran;  
Basic; Basic Plus 2; Pascal  
Minimum Memory: 32K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: 1978  
Number Installed to Date: 10 - 50

**ANDROSIS SYSTEMS, INC.**  
11/8

Word Length: 16 bit  
Operating System: Unix, VMS +,  
RSX-11M  
Languages Supported: Fortran;  
Basic; Basic Plus 2; Pascal  
Minimum Memory: 32K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$5,000  
Vendor Sales Terms: Purchase,  
Distribution: End User, OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: 1979  
Number Installed to Date: 90 - 100

**ANDROSIS/IBM**  
10/8L 8

Specific Application: Motor Testing  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic  
Minimum Memory: 48K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$20,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Remote  
Diagnosis, Return to  
Manufacturing Facility  
Date First Installed: July 1980  
Number Installed to Date: 500 -  
1,000  
(See Vendor Profile Page V-3)

**APPLE COMPUTER, INC.**  
APPLE II

Word Length: 8 bit  
Operating System: APPLE/OS  
3.2; CP/M  
Languages Supported: Fortran;  
Basic; Pascal  
Minimum Memory: 64K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$1,295  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
(See Vendor Profile Page V-3)

**APPLE COMPUTER, INC.**  
APPLE II+

Word Length: 8 bit  
Operating System: SOS, CP/M  
Languages Supported: Basic;  
Pascal  
Minimum Memory: 256K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$2,295  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: November 1980  
Number Installed to Date: 10,000 -  
50,000

**APPLIED DIGITAL DATA**  
SYSTEMS, INC.

MULTIMON 1  
Word Length: 8 bit  
Operating System: MUMON  
Languages Supported: Basic; PL/I;  
C; Fortran  
Minimum Memory: 64K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$2,400  
Vendor Sales Terms: Purchase

## Micros/Personal Computers

**Distribution:** Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to  
Manufacturing Facility, NCR  
Date First Installed: 1980  
Number Installed to Date: 1,000 -  
5,000  
(See Vendor Profile Page V-3)

**APPLIED DIGITAL DATA  
SYSTEMS, INC.**  
**MULTIVISION 8-18**  
Word Length: 8 bit  
Operating System: MICH  
Languages Supported: Basic, PL/I,  
C

Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$4,710  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Remote  
Diagnostics: Return to  
Manufacturing Facility, Third-Party  
Number Installed to Date: 1,000 -  
5,000

**APPLIED DIGITAL DATA  
SYSTEMS, INC.**  
**MULTIVISION 8-4**  
Word Length: 8 bit  
Operating System: MICH  
Languages Supported: Basic, PL/I,  
C, Fortran

Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$4,455  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Remote  
Diagnostics: Return to  
Manufacturing Facility, Third-Party  
Number Installed to Date: 1,000 -  
5,000

**APPLIED DYNAMICS  
INTERNATIONAL**  
**AD SYSTEM 10**  
Specific Application:  
Modeling/Simulation  
Word Length: 8 bit  
Languages Supported: MPS 10

Minimum Memory: 128K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 256  
Communications Protocols:  
Asynchronous  
Price: \$250,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site  
Monthly Maintenance: \$50  
Number Installed to Date: 100  
(See Vendor Profile Page V-3)

**ARC AUTOMATION SERVICE,  
INC.**  
**BATCHER**  
Word Length: Triple 8 bit

**Operating System:** CPM 2.2  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$8,500  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: January 1982  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-3)

**AERONAUTICS CORP. OF  
AMERICA**  
**INTELLIGENT TERMINAL**  
Word Length: 16 bit  
Operating System: RMK-86, Nix, CPM 86  
Languages Supported: Fortran,  
Pascal, PL/M, etc.  
Minimum Memory: 8K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$9,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: October 1982  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-3)

**AT&T INFORMATION -  
SYSTEMS**  
**PERSONAL COMPUTER 6006**  
Pkg Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Minimum Memory: 128K bytes  
Maximum Memory: 640K bytes  
Multiple Users: No  
Price: \$2,740  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Remote Diagnostics  
Date First Installed: August 1984  
(See Vendor Profile Page V-4)

**ATV SYSTEMS, INC.**  
**4861 DOCUMENTOR**  
Word Length: 8 bit  
Languages Supported: PL/I,  
Assembly  
Minimum Memory: 64K bytes  
Maximum Memory: 320K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 26  
Communications Protocols:  
Asynchronous  
Price: \$5,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: December 1981  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-4)

**ATV SYSTEMS, INC.**  
**4861 DOCUMENTOR**  
Word Length: 16 bit  
Operating System: Jacquard  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 26  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$12,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: June 1975  
Number Installed to Date: 1,000 -  
5,000

**ATV SYSTEMS, INC.**  
**4861 DOCUMENTOR**  
Word Length: 16 bit  
Operating System: Jacquard

**Languages Supported:** Basic,  
Assembly  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 26  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$12,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: June 1975  
Number Installed to Date: 1,000 -  
5,000

**ATV SYSTEMS, INC.**  
**4861 DOCUMENTOR**  
Word Length: 16 bit  
Operating System: Jacquard  
Languages Supported: Basic,  
Assembly  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 26  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$12,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: 1978  
Number Installed to Date: 2,500

**AUTSCH CORP.,  
DAGMASTER 8089**  
Specific Application: Data  
Acquisition  
Word Length: 16/32 bit  
Operating System: AOE  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 64K bytes  
Maximum Memory: 160K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$27,500  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site, Remote  
Diagnostics: Return to  
Manufacturing Facility  
Date First Installed: 1983  
(See Vendor Profile Page V-4)

**AUTOMATIC CONTROL  
ELECTRONICS CO.**  
**88 EC**  
Word Length: 16 bit  
Languages Supported: Cobol  
Minimum Memory: 256K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 26  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$30,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-4)

**AUTOMATIC CONTROL  
ELECTRONICS CO.**  
**88 EC**  
Word Length: 16 bit  
Operating System: Jacquard  
Languages Supported: Basic,  
Assembly  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 26  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$12,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: June 1975  
Number Installed to Date: 1,000 -  
5,000

**AUTOMATIC CONTROL  
ELECTRONICS CO.**  
**88 EC**  
Specific Application: Control

**Word Length: 8 bit**  
**Languages Supported:** Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$30,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Number Installed to Date: 100 - 500

**AUTOMATIC CONTROL  
ELECTRONICS CO.**  
**88 EC-4**  
Specific Application: Process  
Control  
Word Length: 8 bit  
Languages Supported: Assembler  
Minimum Memory: 128K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$30,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Number Installed to Date: 50 - 100

**AUTOMATIC CONTROL  
ELECTRONICS CO.**  
**88 EC-4**  
Word Length: 8 bit  
Operating System: P  
Languages Supported: Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$30,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Number Installed to Date: 50 - 100

**AUTOMATIC CONTROL  
ELECTRONICS CO.**  
**88 EC-4**  
Word Length: 8 bit  
Languages Supported: Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$30,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Number Installed to Date: 50 - 100

**AUTOMATIC CONTROL  
ELECTRONICS CO.**  
**88 EC-4**  
Word Length: 8 bit  
Languages Supported: Assembler  
Minimum Memory: 128K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$30,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Number Installed to Date: 50 - 100

**AUTOMATIC CONTROL  
ELECTRONICS CO.**  
**88 EC**  
Word Length: 8 bit

## Micros/Personal Computers

**Operating System:** Proprietary  
**Languages Supported:** C,  
Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 194K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 7  
**Communications Protocol:**  
Asynchronous  
**Price:** \$17,000  
**Vendor Sales Terms:** Purchase,  
Retail, Lease  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Data First Installed: January 1984

**ANITA TECHNOLOGIES, INC.**  
**ANITA TC1**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Language Supported:** Basic,  
Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocol:**  
Asynchronous  
**Price:** \$1,585  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to  
Manufacturing Facility  
**Monthly Maintenance:** \$20  
**Date First Installed:** August 1982  
**Number Installed to Date:** 1,000 -  
5,000  
**(See Vendor Profile Page V-4)**

**ANITA TECHNOLOGIES, INC.**  
**ANITA TC10**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Language Supported:** Basic,  
Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocol:**  
Asynchronous  
**Price:** \$2,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Return to  
Manufacturing Facility  
**Monthly Maintenance:** \$25  
**Date First Installed:** January 1982  
**Number Installed to Date:** 100 - 500

**ANITA TECHNOLOGIES, INC.**  
**ANITA TC10S**  
**Word Length:** 8 bit  
**Operating System:** MS-DOS, CP/M  
**Language Supported:** Basic,  
Assembler  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Price:** \$1,585  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Return to  
Manufacturing Facility

**Monthly Maintenance:** \$20  
**Date First Installed:** April 1983  
**Number Installed to Date:** 1,000 -  
5,000

**ANITA TECHNOLOGIES, INC.**  
**ANITA TC110**  
**Word Length:** 8/16 bit  
**Operating System:** MS-DOS, CP/M  
**Language Supported:** Basic,  
Assembler  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocol:**  
Asynchronous  
**Price:** \$3,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Return to  
Manufacturing Facility  
**Monthly Maintenance:** \$25  
**Date First Installed:** April 1983  
**Number Installed to Date:** 100 - 500

**ATRON CORP.**  
**3218 DISPLAY SYSTEM**  
**Specific Application:** Graphics  
**Plug Compatibility:** Invector 80010  
**Word Length:** 8 bit  
**Operating System:** CP/M 80  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Communications Protocol:**  
Asynchronous, Synchronous  
**Price:** \$3,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site  
**Date First Installed:** 1983  
**(See Vendor Profile Page V-4)**

**ATRON CORP.**  
**ATRON 18**  
**Specific Application:** Graphics  
**Word Length:** 16 bit  
**Operating System:** CP/M  
**Language Supported:** Cobol,  
Fortran, Basic, Pascal, C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocol:**  
Asynchronous  
**Price:** \$11,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Return to  
Manufacturing Facility  
**Date First Installed:** 1973

**ATRON CORP.**  
**ATRON 17**  
**Specific Application:** Graphics  
**Word Length:** 16 bit  
**Operating System:** CP/M 80  
**Language Supported:** Cobol,  
Fortran, Basic, Pascal, C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 1  
**Communications Protocol:**  
Asynchronous, Synchronous  
**Price:** \$3,000

**Vendor Sales Terms:** Purchase,  
Lease  
**Distribution:** OEM  
**Maintenance:** On-Site, Return to  
Manufacturing Facility

**BETADECO CORP.**  
**PCM SERIES 1000**  
**Word Length:** 16 bit  
**Operating System:** Autop  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** No  
**Communications Protocol:**  
Asynchronous  
**Price:** \$985  
**Vendor Sales Terms:** Purchase,  
Lease  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Data First Installed: March 1979  
**Number Installed to Date:** 100 - 500  
**(See Vendor Profile Page V-4)**

**BETADECO CORP.**  
**PCM SERIES 3000**  
**Specific Application:** Time-Sharing,  
Messaging  
**Plug Compatibility:** IBM  
**Word Length:** 16 bit  
**Operating System:** Third-Party  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Communications Protocol:**  
Asynchronous  
**Price:** \$1,500  
**Vendor Sales Terms:** Purchase,  
Retail, Lease  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Return to  
Manufacturing Facility, Third-Party,  
TRW

**Monthly Maintenance:** \$30  
**Date First Installed:** January 1983  
**Number Installed to Date:** 100 - 500

**BILLINGS COMPUTER CORP.**  
**500**  
**Word Length:** 8 bit  
**Operating System:** DOS  
**Language Supported:** Cobol,  
Fortran, Basic, Assembler  
**Minimum Memory:** 56K bytes  
**Maximum Memory:** 56K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocol:**  
Asynchronous, Synchronous  
**Price:** \$2,500  
**Vendor Sales Terms:** Purchase,  
Retail  
**Distribution:** Third-Party  
**Maintenance:** Remote Diagnostic  
**Date First Installed:** April 1982  
**(See Vendor Profile Page V-4)**

**BILLINGS COMPUTER CORP.**  
**6000**  
**Word Length:** 8 bit  
**Operating System:** BCOS  
**Language Supported:** Cobol,  
Fortran, Basic, Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** Yes

**Maximum I/O Ports:** 17  
**Communications Protocol:**  
Asynchronous, Synchronous  
**Price:** \$5,000  
**Vendor Sales Terms:** Purchase,  
Retail  
**Distribution:** Third-Party  
**Maintenance:** Remote Diagnostic  
**Date First Installed:** April 1982

**BILLINGS COMPUTER CORP.**  
**BC-1007M**  
**Word Length:** 8 bit  
**Operating System:** BCOS  
**Language Supported:** Cobol,  
Fortran, Basic, Assembler  
**Minimum Memory:** 56K bytes  
**Maximum Memory:** 56K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocol:**  
Asynchronous, Synchronous  
**Price:** \$3,500  
**Vendor Sales Terms:** Purchase,  
Retail  
**Distribution:** Third-Party  
**Maintenance:** Remote Diagnostic  
**Date First Installed:** March 1979  
**Number Installed to Date:** 500 -  
1,000

**BILLINGS COMPUTER CORP.**  
**BC-1010**  
**Word Length:** 8 bit  
**Operating System:** DOS  
**Language Supported:** Cobol,  
Fortran, Assembler  
**Minimum Memory:** 56K bytes  
**Maximum Memory:** 56K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocol:**  
Asynchronous, Synchronous  
**Price:** \$1,995  
**Vendor Sales Terms:** Purchase,  
Retail  
**Distribution:** Third-Party  
**Maintenance:** Remote Diagnostic  
**Date First Installed:** March 1979  
**Number Installed to Date:** 500 -  
1,000

**BICE ENGINEERING, INC.**  
**AA 340**  
**Word Length:** 8 bit  
**Operating System:** VC  
**Language Supported:** Fortran,  
Basic, Pascal  
**Minimum Memory:** 16K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Price:** \$3,000  
**Vendor Sales Terms:** Purchase,  
Return to Manufacturing Facility  
**Word Length:** 16 bit  
**Operating System:** End User, OEM  
**Maintenance:** Return to  
Manufacturing Facility  
**Date First Installed:** January 1982  
**Number Installed to Date:** 100 - 500  
**(See Vendor Profile Page V-5)**

**BUNKER RAMO ELECTRONIC SYSTEMS**  
**BS1720**  
**Specific Application:** High-Speed  
Data Acquisition/Transfer  
**Word Length:** 16 bit  
**Operating System:** Proprietary  
**Minimum Memory:** 36K bytes  
**Maximum Memory:** 1.2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 1  
**Communications Protocol:**  
Protocol SLP



## Micros/Personal Computers

### Price: \$85,000

Vendor Sales Terms: Purchase  
Distributions: End User  
Maintenance: On-Site  
Monthly Maintenance: \$1,100  
Date First Installed: April 1981  
Number Installed to Date: 70-80  
(See Vendor Profile Page V-5)

### GAS COUNSEL

Specific Applications: CAD/CAM  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS, MS-DOS, CP/M 80  
Languages Supported: Fortran, Basic, Pascal, C  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Communications Protocols: Asynchronous  
Price: \$7,950  
Vendor Sales Terms: Purchase  
Distributions: End User  
Maintenance: On-Site  
Date First Installed: November 1983  
(See Vendor Profile Page V-5)

### GARLING, INC.

CME STATION  
Specific Applications: CAD/CAM  
Plug Compatibility: IBM PC  
Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Fortran, C  
Minimum Memory: 2.5M bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols: Ethernet  
Price: \$60,000  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM, Third-Party  
Maintenance: On-Site  
Date First Installed: November 1982  
Number Installed to Date: 100-200  
(See Vendor Profile Page V-5)

### GARRH U.S.A., INC.

AS-180  
Word Length: 16 bit  
Operating System: CP/M 86, MS-DOS  
Languages Supported: Cobol, Fortran, Basic, Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 612K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 3  
Price: \$3,000  
Vendor Sales Terms: Purchase  
Distributions: OEM, Third-Party  
Maintenance: Third-Party, Distributor  
Date First Installed: March 1983  
(See Vendor Profile Page V-5)

### GARRH U.S.A., INC.

TR-60  
Specific Applications: PDS  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic, C  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes

Multiple Users: No  
Communications Protocols: Asynchronous  
Price: \$1,295  
Vendor Sales Terms: Purchase  
Distributions: OEM, Third-Party  
Maintenance: Return to Manufacturing Facility  
Date First Installed: September 1984

### GASKKEY SYSTEMS

PMS-3000  
Word Length: 6 bit  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Communications Protocols: Synchronous  
Vendor Sales Terms: Purchase, Lease  
Maintenance: On-Site, Remote  
Diagnosis  
(See Vendor Profile Page V-4)

### GASKKEY SYSTEMS

PMS-4000  
Specific Applications: Access Control  
Word Length: 16 bit  
Operating System: Proprietary  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols: Synchronous  
Price: \$48,500  
Vendor Sales Terms: Purchase, Lease  
Distributions: End User, OEM, Third-Party  
Maintenance: On-Site, Return to Manufacturing Facility  
Monthly Maintenance: \$1,000  
Number Installed to Date: 100-200

### GASB, INC.

PR 100S/110S  
Word Length: 6 bit  
Languages Supported: C82, Basic  
Minimum Memory: 18K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols: Synchronous  
Price: \$2,800  
Vendor Sales Terms: Purchase  
Distributions: Third-Party  
Maintenance: On-Site  
Date First Installed: January 1983  
(See Vendor Profile Page V-4)

### CHALLENGE SYSTEMS

TWP-TRANSLATION WORD PROCESSOR  
Word Length: 6 bit  
Operating System: CP/M, VDS, CP/M, MP/8.6  
Languages Supported: Basic, C, Pascal, Fortran, Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 584K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous, Synchronous, Twp  
Price: \$24,850

Vendor Sales Terms: Purchase, Lease  
Distributions: OEM, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: January 1983  
Number Installed to Date: 550  
(See Vendor Profile Page V-4)

### INFORMATION, INC.

CQ SERIES  
Word Length: 6 bit  
Operating System: CP/M  
Languages Supported: Basic, Pascal  
Minimum Memory: 32K bytes  
Maximum Memory: 96K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous  
Price: \$8,000  
Vendor Sales Terms: Purchase, Rental, Lease  
Distributions: End User, OEM  
Maintenance: On-Site, Return to Manufacturing Facility  
Date First Installed: June 1978  
Number Installed to Date: 500-1,000  
(See Vendor Profile Page V-4)

### COMPARATIVES, INC.

COC 7000  
Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Fortran, Pascal, C  
Minimum Memory: 128K bytes  
Maximum Memory: 8M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 6  
Communications Protocols: Asynchronous  
Price: \$12,000  
Vendor Sales Terms: Purchase, Rental, Lease  
Distributions: End User, OEM  
Maintenance: On-Site, Return to Manufacturing Facility  
Date First Installed: February 1981  
Number Installed to Date: 500-1,000

### COMATA SYSTEMS CORP.

3200  
Word Length: 16 bit  
Operating System: Unix V-7  
Languages Supported: Cobol, Fortran, Basic, Puk, Pascal, APL  
Minimum Memory: 320K bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 17  
Communications Protocols: Asynchronous  
Price: \$7,800  
Vendor Sales Terms: Purchase, Rental  
Distributions: End User, OEM  
Maintenance: Return to Manufacturing Facility, ITT Courier  
Date First Installed: February 1983  
(See Vendor Profile Page V-4)

### COMATA SYSTEMS CORP.

SEMS 3400  
Word Length: 18 bit

Operating System: Unix  
Languages Supported: Cobol, Fortran, Basic, Puk, Pascal, APL, UK, Basic  
Minimum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous  
Price: \$15,000  
Vendor Sales Terms: Purchase, Rental  
Distributions: End User, OEM  
Maintenance: Remote Diagnosis, Third-Party, ITT Courier  
Date First Installed: May 1984

### COLBY COMPUTERS

COLBY CONVERSION SYSTEM PC 3.0  
Plug Compatibility: IBM PC  
Word Length: 8/16 bit  
Operating System: CP/M 86, MS-DOS  
Languages Supported: Fortran, Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Price: \$898  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM, Third-Party  
Maintenance: Third-Party, MA/Service  
Date First Installed: 1983  
(See Vendor Profile Page V-7)

### COLBY COMPUTERS

COLBY CONVERSION SYSTEM PC 3.1  
Plug Compatibility: IBM PC  
Word Length: 8/16 bit  
Operating System: MS-DOS, CP/M 86  
Languages Supported: Fortran, Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Price: \$1,540  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM, Third-Party  
Maintenance: Third-Party, MA/Service  
Date First Installed: September 1982

### COLBY COMPUTERS

COLBY CONVERSION SYSTEM PC 3.3  
Plug Compatibility: IBM PC, IBM PC/XT  
Word Length: 8/16 bit  
Operating System: MS-DOS, CP/M 86  
Languages Supported: Fortran, Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Price: \$3,250  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM, Third-Party  
Maintenance: Third-Party, MA/Service  
Date First Installed: September 1982

## Micros/Personal Computers

### COLLY COMPUTERS

**COLLY CONVERSION SYSTEM 2.0**  
**Plug Compatibility:** IBM PC  
**Word Length:** 8/16 bit  
**Operating System:** MS-DOS, CP/M, MS-DOS  
**Languages Supported:** Fortran, Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Price:** \$1,185  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, MAI/Sortus  
**Date First Installed:** 1982

**COLLY COMPUTERS**  
**COLLY CONVERSION SYSTEM 2.0**  
**Plug Compatibility:** IBM PC  
**Word Length:** 8/16 bit  
**Operating System:** CP/M 86, MS-DOS  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Price:** \$1,185  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, MAI/Sortus  
**Date First Installed:** 1982

### COLLY COMPUTERS

**PC 3.1**  
**Plug Compatibility:** IBM PC, IBM PCXT  
**Word Length:** 8/16 bit  
**Operating System:** CP/M 86, MS-DOS  
**Languages Supported:** Fortran, Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Price:** \$2,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, MAI/Sortus  
**Date First Installed:** 1982

### COLLY COMPUTERS

**PC 3.2**  
**Plug Compatibility:** IBM PC  
**Word Length:** 8/16 bit  
**Operating System:** CP/M 86, MS-DOS  
**Languages Supported:** Fortran, Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Price:** \$2,795  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, MAI/Sortus  
**Date First Installed:** 1982

### COLLY COMPUTERS

**PC 3.3**  
**Plug Compatibility:** IBM PC  
**Word Length:** 8/16 bit

**Operating System:** CP/M 86, MS-DOS  
**Languages Supported:** Fortran, Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Price:** \$4,150  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, MAI/Sortus  
**Date First Installed:** 1982

### COLLY COMPUTERS

**PC 3.38**  
**Plug Compatibility:** IBM PC  
**Word Length:** 8/16 bit  
**Operating System:** CP/M 86, MS-DOS  
**Languages Supported:** Fortran, Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Price:** \$4,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, MAI/Sortus  
**Date First Installed:** 1982

### COLLY COMPUTERS

**PC 4**  
**Plug Compatibility:** IBM PC  
**Word Length:** 8/16 bit  
**Operating System:** CP/M 86, MS-DOS  
**Languages Supported:** Fortran, Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Price:** \$2,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, MAI/Sortus  
**Date First Installed:** July 1983  
**Number Installed to Date:** 1,300 - 1,500

### COLLY COMPUTERS

**PC 6**  
**Plug Compatibility:** IBM PC  
**Word Length:** 8/16 bit  
**Operating System:** CP/M 86, MS-DOS  
**Languages Supported:** Fortran, Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Price:** \$2,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, MAI/Sortus  
**Date First Installed:** July 1983

### COLLY INDUSTRIES, INC.

**Word Length:** 6 bit  
**Operating System:** Proprietary, CP/M  
**Languages Supported:** Basic, Logo

**Minimum Memory:** 8K bytes  
**Maximum Memory:** 144K bytes  
**Multiple Users:** No  
**Price:** \$750  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Third-Party, Honeywell  
**Date First Installed:** September 1983  
**Number Installed to Date:** 50,000  
*(See Vendor Profile Page V-7)*

### COLLY AMERICA, INC.

**COLLY 860**  
**Word Length:** 8 bit  
**Operating System:** TURBODOS  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 384K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$3,010  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site, Third-Party  
**Date First Installed:** June 1984  
*(See Vendor Profile Page V-7)*

### COLLY DATA PRODUCTS, INC.

**864**  
**Word Length:** 8 bit  
**Operating System:** CP/M 2.2, MP/M  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I, Assembly

**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$6,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** September 1979  
**Number Installed to Date:** 1,500  
*(See Vendor Profile Page V-7)*

### COLLY DATA PRODUCTS, INC.

**1068**  
**Word Length:** 8 bit  
**Operating System:** CP/M 2.2, MP/M  
**Languages Supported:** Cobol, Fortran, Basic, Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$3,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** February 1980  
**Number Installed to Date:** 500 - 1,000

### COLLY DATA PRODUCTS, INC.

**MS4**  
**Word Length:** 8 bit  
**Operating System:** CP/M 2.2  
**Languages Supported:** Cobol, Fortran, Basic, Pascal  
**Minimum Memory:** 64K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$2,195  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility

### COLUMBIA DATA PRODUCTS, INC.

**1880-1**  
**Plug Compatibility:** IBM PC  
**Word Length:** 16 bit  
**Operating System:** CP/M 86, MS-DOS  
**Languages Supported:** Cobol, Fortran, Pascal, Basic, A  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1.6M bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$3,170  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, Del & Howell  
**Date First Installed:** June 1982

### COLUMBIA DATA PRODUCTS, INC.

**1888**  
**Word Length:** 8 bit  
**Operating System:** CP/M, MP/M  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I, Assembly  
**Minimum Memory:** 256K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$3,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Remote Diagnostics

### COLUMBIA DATA PRODUCTS, INC.

**890**  
**Word Length:** 8 bit  
**Operating System:** CP/M 2.2  
**Operating System:** CP/M 2.2  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I, Assembly  
**Minimum Memory:** 64K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$4,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** February 1980  
**Number Installed to Date:** 500 - 1,000

### COLUMBIA DATA PRODUCTS, INC.

**MS4**  
**Word Length:** 8 bit  
**Operating System:** CP/M 2.2  
**Languages Supported:** Cobol, Fortran, Basic, Pascal  
**Minimum Memory:** 64K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$2,195  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility

# THE CODATA DIFFERENCE

## A Major Improvement in OEM Microcomputers.

**W**ith so many microcomputers on the market, and with each manufacturer claiming to have the solutions to everyone's problems, why are more and more OEM users choosing CODATA?

Very simply because the CODATA 3300 works!

That's an important part of what we call THE CODATA DIFFERENCE - a refreshing, new concept in OEM marketing.

More performance...Lower price...Extended warranty.

We've increased the performance of the CODATA 3300 and, at the same time, we've lowered the price.

That means our CODATA multi-user, multi-tasking 16-bit computer systems have price/performance ratios nobody else can match. We're so confident in our system's integrity that we've extended the warranty on every CODATA 3300 to 180 days. That's the longest warranty in the business and, let's face it, you've got to be pretty sure of your product to guarantee it for six full months. We're sure.

These are more elements of THE CODATA DIFFERENCE.

An uncomplicated pricing policy.

We have only two price sheets: one for suggested retail, the other for OEM prices. Simple, straightforward, easy-to-understand. Beyond that, there are no quantity commitments, no bill-backs, no hassles.

Full support and technical assistance if needed.

Our customers select the CODATA 3300 because it fulfills their needs, because it does what we say it will do, and because we have taken great pains to assure that it is functionally simple and capable of performing its assigned tasks with no problems. But, if technical support is required it's only as far away as your phone and available at a moment's notice via our TOLL-FREE number during normal business hours in every U.S. time zone.

A multi-user, 33-megabyte system for only \$9,600.

The CODATA 3300 is a powerful 16-bit, 68000-based, MULTIBUS system that can effectively accommodate up to ten users. It's a complete UNIX system that runs full ANSI-standard FORTRAN-77, RPL, COBOL, BASIC+, SMC BASIC, APL, and PASCAL. The 3300 provides up to 33 megabytes of unformatted on-line storage via an integrated, high speed Winchester drive, and a removable, quad-density 5-1/4" floppy disc system. The 3300 features 320 K bytes of parity protected RAM.

An expanded CODATA 3300, with 84 megabytes of disc storage is priced at \$13,500. The 3300 is also available as a 12-megabyte system for as low as \$7,800.

LET US SHOW YOU THE CODATA DIFFERENCE. Write or call us for more information.



**CONTEL CODATA**

285 North Wolfe Road, Sunnyvale, CA 94086  
1-800-521-6543. In California: 1-800-221-2265

KEYBOARD AND MONITOR OPTIONAL

## Micros/Personal Computers

Date First Installed: December 1979  
Number Installed to Date: 500 -  
1,000

**COMARK CORP.**  
DIRECTOR M-4  
Plug Compatibility: Multibus  
Word Length: 16 bit  
Operating System: MS-DOS, MP/M  
86, Concurrent CP/M  
Languages Supported: Fortran,  
Basic, Pascal, C  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$7,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: December 1982  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-7)

**COMBOSONE BUSINESS  
MACHINES, INC.**  
CM4  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$595  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party,  
TRW  
Date First Installed: August 1982  
(See Vendor Profile Page V-7)

**COMBOSONE BUSINESS  
MACHINES, INC.**  
CM2 4882  
Word Length: 8 bit  
Operating System: OS, DOS  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$1,495  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party, TRW

**COMBOSONE BUSINESS  
MACHINES, INC.**  
PET 4882  
Word Length: 8 bit  
Operating System: OS, DOS  
Languages Supported: Basic  
Minimum Memory: 32K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, TRW

Date First Installed: 1981

**COMBOSONE BUSINESS  
MACHINES, INC.**  
SUPER PET  
Word Length: 8 bit  
Operating System: DOS  
Languages Supported: Cobol;  
Fortran, Basic, Pascal, APL  
Minimum Memory: 96K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$1,995  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party,  
TRW  
Date First Installed: July 1981  
Number Installed to Date: 10,000 -  
50,000

**COMBOSONE BUSINESS  
MACHINES, INC.**  
VC 38  
Word Length: 8 bit  
Operating System: DOS  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols:  
Asynchronous  
Price: \$259  
Distribution: Third-Party  
Maintenance: On-Site, Third-Party,  
TRW  
Date First Installed: June 1981  
Number Installed to Date: More  
than 100,000

**COMPAQ, INC.**  
82 TYPE  
Plug Compatibility: DEC Rainbow  
Word Length: 8/16 bit  
Operating System: CP/M 86, MS-  
DOS  
Languages Supported: Cobol;  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 64K bytes  
Maximum Memory: 80K bytes  
Multiple Users: No  
Maximum I/O Ports: 80  
Communications Protocols:  
Asynchronous, Bynchronous, X.25  
Price: \$5,995  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Date First Installed: March 1980  
Number Installed to Date: 500 -  
1,000  
(See Vendor Profile Page V-7)

**COMPAQ COMPUTER CORP.**  
COMPAG  
Plug Compatibility: IBM PC, PCXT  
Word Length: 16 bit  
Operating System: CP/M 86, P-  
System, MS-DOS  
Languages Supported: Cobol;  
Fortran, Basic, Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 640K bytes

Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols:  
Asynchronous  
Price: \$2,495  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Date First Installed: January 1983  
Number Installed to Date: More  
than 100,000  
(See Vendor Profile Page V-7)

**COMPAQ COMPUTER CORP.**  
COMPAG PLUS  
Word Length: 16 bit  
Operating System: MS-DOS 2.0  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 640K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$4,995  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: October 1983

**COMPAQ COMPUTER CORP.**  
DESQPRO MODEL 1  
Specific Application: Advanced  
Business  
Plug Compatibility: IBM PC, PCXT  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 640K bytes  
Multiple Users: No  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$2,495  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: June 1984

**COMPAQ COMPUTER CORP.**  
DESQPRO MODEL 2  
Specific Application: Advanced  
Business  
Plug Compatibility: IBM PC, PCXT  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 640K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$2,995  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: June 1984

**COMPAQ COMPUTER CORP.**  
DESQPRO MODEL 3  
Plug Compatibility: IBM PC, PCXT  
Specific Application: Advanced  
Business  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic

Minimum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$4,995  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Date First Installed: June 1984

**COMPAQ COMPUTER CORP.**  
DESQPRO MODEL 4  
Specific Application: Advanced  
Business  
Plug Compatibility: IBM PC, PCXT  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 640K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$7,195  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Date First Installed: June 1984

**COMPROCORP.**  
800 SERIES  
Word Length: 8 bit  
Operating System: Zebra  
Languages Supported: Fortran;  
Basic, Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$4,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Monthly Maintenance: \$100  
Date First Installed: April 1979  
Number Installed to Date: 10,000 -  
50,000  
(See Vendor Profile Page V-7)

**COMPROCORP.**  
700 SERIES  
Word Length: 8 bit  
Operating System: Zebra  
Languages Supported: Fortran;  
Basic, Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$4,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Monthly Maintenance: \$150  
Date First Installed: July 1981

**COMPUTER AUTOMATION,  
INC.**  
OMNIB 188  
Word Length: 16 bit  
Operating System: CP/M 86, MP/M  
86  
Languages Supported: Cobol;  
Fortran, Basic

## Micros/Personal Computers

Minimum Memory: 128K bytes  
Minimum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Remote Diagnosis,  
Return to Manufacturing Facility  
(See Vendor Profile Page V-7)

### COMPUTER SYSTEMS

ASC/80  
Specific Applications: CAD/CAM  
Word Length: 16 bit  
Operating System: MS-DOS, Unix  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Assembly  
Minimum Memory: 64K bytes  
Maximum Memory: 1.0M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 16  
Communications Protocols:  
Asynchronous, Synchronous, SNA  
Price: \$5,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party  
Date First Installed: July 1981  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-6)

### COMPUTER TECHNOLOGY SYSTEMS, INC.

SL MICROCOMPUTER  
Word Length: 8 bit  
Operating System: CPM, MS-DOS  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Price: \$2,995  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: July 1984  
(See Vendor Profile Page V-8)

### CONTROL DATA COMPUTER SYSTEMS

CAT II  
Word Length: 8 bit  
Operating System: SD-80  
Languages Supported: Cobol  
Minimum Memory: 48K bytes  
Maximum Memory: 48K bytes  
Multiple Users: No  
Minimum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: September  
1982  
Number Installed to Date: 10,000 -  
50,000  
(See Vendor Profile Page V-8)

### CONTROL DATA COMPUTER SYSTEMS

SD/80 20/4  
Word Length: 8 bit  
Operating System: CADO

Language: Basic/Mod: Cobol  
Minimum Memory: 48K bytes  
Maximum Memory: 48K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$15,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: May 1980

### CONTROL DATA COMPUTER

SYSTEM  
TOSR AT-18  
Word Length: 16 bit  
Operating System: MINOS  
Languages Supported: Cobol  
Minimum Memory: 512K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 16  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$10,200  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: June 1984

### CONVERGENT

TECHNOLOGIES, INC.  
AFS COLOR GRAPHIC  
Specific Applications: Graphics  
Word Length: 16 bit  
Operating System: MS-DOS, Unix  
System V, CPM 86  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Assembly  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Minimum I/O Ports: 3  
Communications Protocols:  
Asynchronous, Synchronous,  
SD/CNA, X.25  
Price: \$5,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: January 1983  
Number Installed to Date: 50,000 -  
100,000  
(See Vendor Profile Page V-6)

### CONVERGENT

TECHNOLOGIES, INC.  
JES TURBO  
Word Length: 16 bit  
Operating System: MS-DOS, Unix,  
System V, CPM 86  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Assembly  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Minimum I/O Ports: 3  
Communications Protocols:  
Asynchronous, Synchronous,  
SD/CNA, X.25  
Price: \$4,900  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party,  
OEM  
Date First Installed: September  
1981

Number Installed to Date: 500 -  
1,000

### CONVERGENT

TECHNOLOGIES, INC.  
W3  
Word Length: 16 bit  
Operating System: MS-DOS, Unix,  
System V, CPM 86  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Assembly  
Minimum Memory: 256K bytes  
Maximum Memory: 1.0M bytes  
Multiple Users: No  
Minimum I/O Ports: 22  
Communications Protocols:  
Asynchronous, Synchronous,  
SD/CNA, X.25  
Price: \$8,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: October 1980  
Number Installed to Date: 500 -  
1,000

### CONVERGENT

TECHNOLOGIES, INC.  
TWS GRAPHICS  
Specific Applications: Graphics  
Word Length: 16 bit  
Operating System: MS-DOS, Unix  
System V, CPM 86  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Assembly  
Minimum Memory: 256K bytes  
Maximum Memory: 1.0M bytes  
Multiple Users: No  
Minimum I/O Ports: 22  
Communications Protocols:  
Asynchronous, Synchronous,  
SD/CNA, X.25, RJ2  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Remote Diagnostic  
Date First Installed: October 1983  
Number Installed to Date: 10,000 -  
50,000

### CONIX DATA SYSTEMS

CONIX PC II  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Minimum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$2,800  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
(See Vendor Profile Page V-8)

### CONIX DATA SYSTEMS

CONIX PC-1  
Word Length: 16 bit  
Operating System: MS-DOS,  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Minimum I/O Ports: 4

Communications Protocols:  
Asynchronous  
Price: \$1,500  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party

### CONIX DATA SYSTEMS

CONIX PC-2  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Minimum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$2,300  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party

### CONIX DATA SYSTEMS

PERSONAL BEST  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Minimum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$4,795  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party

### CONIX DATA SYSTEMS

PC-IT  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Minimum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$4,980  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party

### CONIX SYSTEMS, INC.

CONCEPT WS I  
Word Length: 16 bit  
Operating System: CPM, CPM,  
Unix  
Languages Supported: Fortran,  
Basic, Pascal, C  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 18  
Communications Protocols:  
Asynchronous, Synchronous,  
SD/CNA  
Price: \$5,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party,  
Decision Data  
Monthly Maintenance: \$75

## Micros/Personal Computers

Date First Installed: May 1982  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-5)

**COMVUS SYSTEMS, INC.**  
COMVUS 100 8  
Word Length: 16 bit  
Operating System: CDDOS, CP/M, Unix

Languages Supported: Fortran, Basic, Pascal, C  
Minimum Memory: 512K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 13  
Communications Protocols: Asynchronous, Synchronous, SOL/CNA  
Price: \$8,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: May 1982  
Number Installed to Date: 1,000 - 5,000

**COMVUS SYSTEMS, INC.**  
COMVUS CONCEPT  
Word Length: 8 bit  
Operating System: CDDOS, UCSD P-System

Languages Supported: Fortran, Basic, Pascal, C  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 7  
Communications Protocols: Asynchronous  
Price: \$5,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: April 1982

**COMVUS SYSTEMS, INC.**  
COMVUS CONCEPT 4  
Word Length: 8 bit  
Operating System: Unix

Languages Supported: Cobol, Fortran, Basic Plus, Pascal, C, Assembly  
Minimum Memory: 768K bytes  
Maximum I/O Ports: 7  
Communications Protocols: Asynchronous  
Price: \$5,995  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: 1984

**COMVUS SYSTEMS, INC.**  
COMVUS UNILEX  
Word Length: 8 bit  
Operating System: Unix

Languages Supported: Cobol, Fortran, Basic Plus, Pascal, C  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 11  
Communications Protocols: Asynchronous

Price: \$4,495  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: 1984

**CR COMPUTER SYSTEMS, INC.**  
CR 7  
Word Length: 8 bit  
Operating System: CP/M

Languages Supported: Cobol, Fortran, Basic, Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols: Asynchronous, JNET  
Price: \$3,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site  
Date First Installed: June 1983  
(See Vendor Profile Page V-8)

**CR COMPUTER SYSTEMS, INC.**  
CR 16  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS, MP/M, CP/M

Languages Supported: Cobol, Fortran, Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols: TTY, CBI  
Price: \$5,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: 1983  
Number Installed to Date: 100 - 500

**CR COMPUTER SYSTEMS, INC.**  
CR 32  
Word Length: 32 bit  
Operating System: Unix

Languages Supported: Cobol, Fortran, Pascal, C  
Minimum Memory: 569K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Synchronous, SOL/CNA, X.25  
Price: \$12,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: 1983  
Number Installed to Date: 50 - 100

**CROMBERG, INC.**  
C-16-8P  
Word Length: 8 bit  
Operating System: CDDOS  
Languages Supported: Cobol

Fortran, Basic, Basic Plus, Lisp, Assembly  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols: Asynchronous

Price: \$1,750  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party, TRW

Date First Installed: December 1982  
Number Installed to Date: 500 - 1,000  
(See Vendor Profile Page V-8)

**CROMBERG, INC.**  
C86  
Specific Application: Process Control

Word Length: 8 bit  
Operating System: CDDOS  
Languages Supported: ROM Basic  
Minimum Memory: 1K bytes  
Maximum Memory: 159K bytes  
Multiple Users: No  
Communications Protocols: Asynchronous  
Price: \$1,295  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party, TRW

Date First Installed: January 1980  
Number Installed to Date: 500 - 1,000

**CROMBERG, INC.**  
C8100  
Word Length: 8 bit  
Operating System: CDDOS

Languages Supported: Cobol, Fortran, Basic, Basic Plus, Lisp, Assembly  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 10  
Communications Protocols: Asynchronous  
Price: \$3,995  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party, TRW

Date First Installed: January 1981  
Number Installed to Date: 500 - 1,000

**CROMBERG, INC.**  
C81100  
Word Length: 8 bit  
Operating System: CDDOS

Languages Supported: Cobol, Fortran, Basic, Basic Plus, Pascal, C, Lisp, Assembly

Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols: Asynchronous, Synchronous  
Price: \$3,495  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party, TRW

Date First Installed: September 1982  
Number Installed to Date: 100 - 500

**CROMBERG, INC.**  
C81045  
Word Length: 8 bit  
Operating System: CDDOS

Languages Supported: Cobol, Fortran, Basic, Basic Plus, Pascal, RPL, C, Lisp, Assembly  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols: Asynchronous, Synchronous  
Price: \$3,495  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party, TRW

Date First Installed: September 1982  
Number Installed to Date: 100 - 500

**CROMBERG, INC.**  
C81100  
Word Length: 8 bit  
Operating System: CDDOS

Languages Supported: Cobol, Fortran, Basic, Basic Plus, Lisp, Assembly  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 10  
Communications Protocols: Asynchronous, Synchronous  
Price: \$3,995  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party, TRW

Date First Installed: January 1981  
Number Installed to Date: 500 - 1,000

**CROMBERG, INC.**  
C81100S  
Word Length: 8 bit  
Operating System: CDDOS

Languages Supported: Cobol, Fortran, Basic, Basic Plus, Pascal, C, Lisp, Assembly  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols: Asynchronous, Synchronous  
Price: \$3,495  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party, TRW

Date First Installed: December 1982  
Number Installed to Date: 100 - 500

**CROMBERG, INC.**  
C81100S  
Word Length: 8 bit  
Operating System: CDDOS

## Micros/Personal Computers

Languages Supported: Cobol  
 Fortran, Basic, Basic Plus, Pascal  
 RPL, C, Lisp, Assembler  
 Minimum Memory: 512K bytes  
 Multiple Users: Yes  
 Maximum I/O Ports: 10

Communications Protocols:  
 Asynchronous  
 Price: \$2,495  
 Vendor Sales Terms: Purchase  
 Distribution: End User, Third-Party  
 Maintenance: Return to  
 Manufacturing Facility, Third-Party, TFW  
 Date First Installed: September 1983  
 Number Installed to Date: 500 - 1,000

**CRIMESOG, INC.**  
 C820  
 Word Length: 8 bit  
 Operating System: COBOL  
 Languages Supported: Cobol  
 Fortran, Basic, Basic Plus, Lisp, Assembler  
 Minimum Memory: 64K bytes  
 Maximum Memory: 64K bytes  
 Multiple Users: No  
 Maximum I/O Ports: 20  
 Communications Protocols:  
 Asynchronous, Synchronous  
 Price: \$4,995

Vendor Sales Terms: Purchase  
 Distribution: End User, Third-Party  
 Maintenance: Return to  
 Manufacturing Facility, Third-Party, TFW  
 Date First Installed: June 1975  
 Number Installed to Date: 10,300 - 50,000

**CRIMESOG, INC.**  
 C8302  
 Word Length: 8 bit  
 Operating System: Crims  
 Languages Supported: Cobol  
 Fortran, Basic, Basic Plus, Pascal, RPL, C, Lisp, Assembler  
 Minimum Memory: 768K bytes  
 Multiple Users: Yes  
 Maximum I/O Ports: 20  
 Communications Protocols:  
 Asynchronous, Synchronous  
 Price: \$9,995  
 Vendor Sales Terms: Purchase  
 Distribution: End User, Third-Party  
 Maintenance: Return to  
 Manufacturing Facility, Third-Party, TFW  
 Date First Installed: December 1982  
 Number Installed to Date: 100 - 500

**CRIMESOG, INC.**

C8306  
 Word Length: 8 bit  
 Operating System: Crims  
 Languages Supported: Cobol  
 Fortran, Basic, Basic Plus, Pascal, C, Lisp, Assembler  
 Minimum Memory: 512K bytes  
 Maximum Memory: 2M bytes  
 Multiple Users: Yes  
 Maximum I/O Ports: 20  
 Communications Protocols:  
 Asynchronous  
 Price: \$8,495

Vendor Sales Terms: Purchase  
 Distribution: End User, Third-Party  
 Maintenance: Return to  
 Manufacturing Facility, Third-Party, TFW  
 Date First Installed: October 1982  
 Number Installed to Date: 100 - 500

**CRIMESOG, INC.**  
 C8201  
 Word Length: 8 bit  
 Operating System: COBOL  
 Languages Supported: Cobol  
 Fortran, Basic Plus  
 Minimum Memory: 64K bytes  
 Maximum Memory: 64K bytes  
 Multiple Users: No  
 Maximum I/O Ports: 10  
 Communications Protocols:  
 Asynchronous, Synchronous  
 Price: \$6,495  
 Vendor Sales Terms: Purchase  
 Distribution: End User, Third-Party  
 Maintenance: Return to  
 Manufacturing Facility, Third-Party, TFW  
 Date First Installed: March 1983  
 Number Installed to Date: 50 - 100

**CRIMESOG, INC.**  
 C8303  
 Word Length: 8 bit  
 Operating System: Crims  
 Languages Supported: Cobol  
 Fortran, Basic, Basic Plus, Pascal, RPL, C, Lisp, Assembler  
 Minimum Memory: 256K bytes  
 Maximum Memory: 768K bytes  
 Multiple Users: Yes  
 Maximum I/O Ports: 20  
 Communications Protocols:  
 Asynchronous  
 Price: \$9,495  
 Vendor Sales Terms: Purchase  
 Distribution: End User, Third-Party  
 Maintenance: Return to  
 Manufacturing Facility, Third-Party, TFW  
 Date First Installed: March 1983  
 Number Installed to Date: 50 - 100

**CRIMESOG, INC.**  
 C8304  
 Word Length: 8 bit  
 Operating System: Crims  
 Languages Supported: Cobol  
 Fortran, Basic, Basic Plus, Pascal, RPL, C, Lisp, Assembler  
 Minimum Memory: 512K bytes  
 Maximum Memory: 2M bytes  
 Multiple Users: Yes  
 Maximum I/O Ports: 20  
 Communications Protocols:  
 Asynchronous  
 Price: \$10,395  
 Vendor Sales Terms: Purchase  
 Distribution: End User, Third-Party  
 Maintenance: Return to  
 Manufacturing Facility, Third-Party, TFW  
 Date First Installed: March 1983  
 Number Installed to Date: 50 - 100

**CRIMESOG, INC.**  
 C8304  
 Word Length: 8 bit  
 Operating System: COBOL  
 Languages Supported: Cobol  
 Fortran, Basic Plus, Pascal, Lisp, Assembler  
 Minimum Memory: 64K bytes  
 Maximum Memory: 64K bytes  
 Multiple Users: No  
 Maximum I/O Ports: 5  
 Communications Protocols:  
 Asynchronous  
 Price: \$8,995  
 Vendor Sales Terms: Purchase  
 Distribution: End User, Third-Party  
 Maintenance: Return to  
 Manufacturing Facility, Third-Party, TFW  
 Date First Installed: June 1977  
 Number Installed to Date: 10,000 - 50,000

**CRIMESOG, INC.**  
 C8304  
 Word Length: 8 bit  
 Operating System: Crims  
 Languages Supported: Cobol  
 Fortran, Basic, Basic Plus, Pascal, RPL, C, Lisp, Assembler  
 Minimum Memory: 256K bytes  
 Maximum Memory: 768K bytes  
 Multiple Users: Yes  
 Maximum I/O Ports: 10  
 Communications Protocols:  
 Asynchronous  
 Price: \$7,995  
 Vendor Sales Terms: Purchase  
 Distribution: End User, Third-Party  
 Maintenance: Return to  
 Manufacturing Facility, Third-Party, TFW  
 Date First Installed: December 1982  
 Number Installed to Date: 100 - 500

**CRIMESOG, INC.**  
 C8305  
 Word Length: 8 bit  
 Operating System: Crims  
 Languages Supported: Cobol  
 Fortran, Basic, Basic Plus, Pascal, RPL, C, Lisp, Assembler  
 Minimum Memory: 512K bytes  
 Maximum Memory: 2M bytes  
 Multiple Users: Yes  
 Maximum I/O Ports: 10  
 Communications Protocols:  
 Asynchronous  
 Price: \$9,995  
 Vendor Sales Terms: Purchase  
 Distribution: End User, Third-Party  
 Maintenance: Return to  
 Manufacturing Facility, Third-Party, TFW  
 Date First Installed: September 1982  
 Number Installed to Date: 100 - 500

**CRIMESOG, INC.**  
 C8306  
 Word Length: 8 bit  
 Operating System: Crims  
 Languages Supported: Cobol  
 Fortran, Basic, Basic Plus, Pascal, RPL, C, Lisp, Assembler  
 Minimum Memory: 64K bytes  
 Maximum Memory: 64K bytes  
 Multiple Users: No  
 Maximum I/O Ports: 10  
 Communications Protocols:  
 Asynchronous  
 Price: \$8,995  
 Vendor Sales Terms: Purchase  
 Distribution: End User, Third-Party  
 Maintenance: Return to  
 Manufacturing Facility, Third-Party, TFW  
 Date First Installed: September 1982  
 Number Installed to Date: 100 - 500

**CRIMESOG, INC.**  
 C8307  
 Word Length: 8 bit  
 Operating System: COBOL  
 Languages Supported: Cobol  
 Fortran, Basic Plus, Lisp, Assembler  
 Minimum Memory: 64K bytes  
 Maximum Memory: 64K bytes  
 Multiple Users: No  
 Maximum I/O Ports: 10  
 Communications Protocols:  
 Asynchronous  
 Price: \$9,495  
 Vendor Sales Terms: Purchase  
 Distribution: End User, Third-Party  
 Maintenance: Return to  
 Manufacturing Facility, Third-Party, TFW

Date First Installed: September 1982  
 Number Installed to Date: 100 - 500

**CRIMESOG, INC.**  
 C8308  
 Word Length: 8 bit  
 Operating System: Crims  
 Languages Supported: Cobol  
 Fortran, Basic, Basic Plus, Pascal, RPL, C, Lisp, Assembler  
 Minimum Memory: 256K bytes  
 Maximum Memory: 768K bytes  
 Multiple Users: Yes  
 Maximum I/O Ports: 10  
 Communications Protocols:  
 Asynchronous  
 Price: \$10,495  
 Vendor Sales Terms: Purchase  
 Distribution: End User, Third-Party  
 Maintenance: Return to  
 Manufacturing Facility, Third-Party, TFW  
 Date First Installed: December 1982  
 Number Installed to Date: 100 - 500

**CRIMESOG, INC.**  
 C8309  
 Word Length: 8 bit  
 Operating System: Crims  
 Languages Supported: Cobol  
 Fortran, Basic, Basic Plus, Pascal, RPL, C, Lisp, Assembler  
 Minimum Memory: 512K bytes  
 Maximum Memory: 2M bytes  
 Multiple Users: Yes  
 Maximum I/O Ports: 10  
 Communications Protocols:  
 Asynchronous  
 Price: \$12,495  
 Vendor Sales Terms: Purchase  
 Distribution: End User, Third-Party  
 Maintenance: Return to  
 Manufacturing Facility, Third-Party, TFW  
 Date First Installed: September 1982

**CRIMESOG, INC.**  
 C8310  
 Word Length: 8 bit  
 Operating System: CHIM  
 Languages Supported: Fortran, Basic, Pascal, Cylar Four  
 Minimum Memory: 64K bytes  
 Maximum Memory: 64K bytes  
 Multiple Users: No  
 Maximum I/O Ports: 20  
 Communications Protocols:  
 Asynchronous, Synchronous, ACCPHOL, SDCUSHA  
 Price: \$7,000  
 Vendor Sales Terms: Purchase  
 Distribution: End User  
 Maintenance: On-Site  
 Date First Installed: January 1982  
 Number Installed to Date: 15  
 (See Vender Profile Page 14-8)

**CRIMESOG, INC.**  
 C8311  
 Word Length: 8 bit  
 Operating System: CHIM  
 Languages Supported: Fortran, Basic, Pascal, Cylar Four  
 Minimum Memory: 64K bytes  
 Maximum Memory: 64K bytes  
 Multiple Users: No  
 Maximum I/O Ports: 20

## Micros/Personal Computers

Communications Protocols:  
Asynchronous, Bynchronous,  
ADCCP/HDLC, SDLC/CSMA  
Price: \$7,300  
Vendor Sales Terms: Purchase  
Distributions: End User  
Maintenance: On-Site  
Date First Installed: January 1982

**SYSTEMS, INC.**  
SAC-800  
Word Length: 8 bit  
Operating System: CRM  
Languages Supported: Fortran,  
Basic, Pascal, Cyber Four  
Minimum Memory: 32K bytes  
Maximum Memory: 544K bytes  
Multiple Users: No  
Maximum I/O Ports: 24  
Communications Protocols:  
Asynchronous, Bynchronous,  
ADCCP/HDLC, SDLC/CSMA  
Price: \$2,500  
Vendor Sales Terms: Purchase,  
Distributions: End User  
Maintenance: On-Site  
Date First Installed: June 1976  
Number Installed to Date: 500

**DAEY SYSTEMS CORP.**  
GATEMASTER  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Fortran,  
Pascal, PL/M  
Minimum Memory: 1.5M bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: No  
Maximum I/O Ports: 6  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$105,000  
Vendor Sales Terms: Purchase  
Distributions: End User  
Maintenance: On-Site  
Date First Installed: November 1982  
Number Installed to Date: 10  
(See Vendor Profile Page V-8)

**DAEY SYSTEMS CORP.**  
LOGICMAN  
Specific Application Engineering  
Vocabulary  
Word Length: 16 bit  
Languages Supported: Fortran,  
Pascal, C, PL/M  
Minimum Memory: 768K bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: No  
Maximum I/O Ports: 6  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$75,000  
Vendor Sales Terms: Purchase  
Distributions: End User  
Maintenance: On-Site  
Date First Installed: November 1981  
Number Installed to Date: 100

**DAEY SYSTEMS CORP.**  
LOGICMAN II  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Fortran,  
Pascal, PL/M  
Minimum Memory: 625K bytes  
Maximum Memory: 384K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 6

Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$35,000  
Vendor Sales Terms: Purchase  
Distributions: End User  
Maintenance: On-Site  
Date First Installed: November 1981  
Number Installed to Date: 20

**BATADCOFF CORP.**  
WPS 800  
Specific Application: Word/image  
Processing  
Word Length: 16 bit  
Operating System: MS-DOS  
Minimum Memory: 640K bytes  
Maximum Memory: 840K bytes  
Multiple Users: No  
Communications Protocols: None  
Price: \$1,800  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM  
Maintenance: On-Site  
Date First Installed: October 1983  
Number Installed to Date: 100  
(See Vendor Profile Page V-8)

**DATA DESIGN LOGIC SYSTEMS, INC.**  
CAD MASTER  
Specific Application: CAD/CAM  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Fortran,  
Basic, C, Assembler  
Minimum Memory: 512K bytes  
Multiple Users: No  
Price: \$32,000  
Vendor Sales Terms: Purchase,  
Lease  
Distributions: End User  
Maintenance: Third-Party  
Date First Installed: October 1983  
(See Vendor Profile Page V-8)

**DATA GENERAL CORP.**  
DESKTOP GENERATION MODEL  
80  
Word Length: 16 bit  
Operating System: RISCOS, AOS  
Languages Supported: Cobol,  
Fortran, Basic, PL/I, DCL  
Minimum Memory: 566K bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SDLC/CSMA, X.25  
Price: \$17,780  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility  
(See Vendor Profile Page V-8)

**BATAMAX**  
UVF  
Specific Application: Video  
Graphics  
Word Length: 8 bit  
Operating System: Z-GRASS, CFM  
Languages Supported: 2-GRASS  
Minimum Memory: 32K bytes  
Maximum Memory: 265K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Price: \$12,000  
Vendor Sales Terms: Purchase,  
Rental, Lease

Distributions: End User  
Maintenance: On-Site  
Date First Installed: 1980  
Number Installed to Date: 120  
(See Vendor Profile Page V-8)

**BATAMAX**  
UVF  
Specific Application: Video  
Graphics  
Word Length: 8 bit  
Operating System: Z-GRASS, CFM  
Languages Supported: 2-GRASS  
Minimum Memory: 32K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Price: \$12,000  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distributions: End User  
Maintenance: On-Site  
Date First Installed: December 1982  
Number Installed to Date: 170

**BATAPONT CORP.**  
188  
Word Length: 8 bit  
Operating System: DOS  
Languages Supported: Fortran,  
Basic Plus, Detours  
Minimum Memory: 32K bytes  
Maximum Memory: 128K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bynchronous,  
SDLC/CSMA, 2760/3770  
Price: \$8,000  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distributions: End User, OEM  
Maintenance: On-Site  
Monthly Maintenance: \$80  
Date First Installed: October 1982  
(See Vendor Profile Page V-8)

**BATAPONT CORP.**  
VISTA-PC  
Word Length: 16 bit  
Operating System: MS-DOS, CTOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Detours  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bynchronous,  
SDLC/CSMA, X.25, 2760/3770  
Price: \$4,795  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM  
Date First Installed: June 1984

**BATAMAX CORP.**  
A 2318  
Word Length: 16 bit  
Operating System: RT-11, RSTS/E,  
TSX + Unix  
Languages Supported: Cobol,  
Fortran, Basic Plus, Basic Plus 2,  
C, Pascal, Detours  
Minimum Memory: 256K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Price: \$6,340  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM  
Maintenance: Return to  
Manufacturing Facility

Date First Installed: May 1983  
(See Vendor Profile Page V-10)

**BATARAM CORP.**  
A 2318  
Word Length: 16 bit  
Operating System: RT-11, RSTS/E,  
TSX + Unix  
Languages Supported: Cobol,  
Fortran, Basic Plus, Basic Plus 2,  
C, Pascal, Detours  
Minimum Memory: 256K bytes  
Maximum Memory: 500K bytes  
Multiple Users: Yes  
Price: \$9,000  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: May 1983

**BATARAM CORP.**  
A 231C  
Word Length: 16 bit  
Operating System: RSTS/E,  
TSX + Unix  
Languages Supported: Cobol,  
Fortran, Basic Plus, Basic Plus 2,  
C, Pascal  
Minimum Memory: 256K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Price: \$4,400  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: May 1984

**BATARAM CORP.**  
A 231D  
Word Length: 16 bit  
Operating System: RSTS/E, Unix  
RT-11, TSX +  
Languages Supported: Cobol,  
Fortran, Basic Plus, Basic Plus 2,  
C, Pascal  
Minimum Memory: 256K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Price: \$12,840  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: August 1983

**BATARAM CORP.**  
A 231E  
Word Length: 16 bit  
Operating System: RT-11, RSTS/E,  
TSX + Unix  
Languages Supported: Cobol,  
Fortran, Basic Plus, Basic Plus 2,  
C, Pascal, Detours  
Minimum Memory: 256K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Price: \$11,200  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: June 1984

**BATARAM CORP.**  
W 23  
Word Length: 16 bit



## Micros/Personal Computers

Operating System: RT-11; RTE/MS  
TSS + 1; Unix  
Languages Supported: Cobol,  
Fortran, Basic, Plus, Basic Plus 2,  
C, Pascal, C++  
Minimum Memory: 256K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Price: \$14,750  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: October 1982

### DATA TECHNOLOGIES

#### INDUSTRIES

##### ASSOCIATE

Word Length: 16 bit  
Operating System: CP/M 3.0  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C, M  
Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$2,500  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party,  
OEM  
Monthly Maintenance: \$25  
Date First Installed: November 1978  
Number Installed to Date: 2,500  
(See Vendor Profile Page V-10)

### DATA TECHNOLOGIES

#### INDUSTRIES

##### ASSOCIATE

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$3,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party,  
OEM  
Monthly Maintenance: \$30  
Date First Installed: January 1979  
Number Installed to Date: 1,200

### DATA TECHNOLOGIES

#### INDUSTRIES

##### ASSOCIATE

Word Length: 8 bit  
Operating System: CP/M 3.0; MP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$3,000  
Vendor Sales Terms: Purchase,  
Lease

Distribution: Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party,  
OEM  
Monthly Maintenance: \$40  
Date First Installed: July 1979  
Number Installed to Date: 400

### DATA TECHNOLOGIES

#### INDUSTRIES

##### ASSOCIATE

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C, M  
Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$4,300  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party,  
OEM  
Monthly Maintenance: \$45  
Number Installed to Date: 100 - 500

### DATA TECHNOLOGIES

#### INDUSTRIES

##### ASSOCIATE

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$4,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party,  
OEM  
Monthly Maintenance: \$50

### DATA TOOLS

#### INTERNATIONAL, INC.

##### ASSOCIATE

Word Length: 8 bit  
Languages Supported: Basic,  
Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$5,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Date First Installed: June 1982  
Number Installed to Date: 3  
(See Vendor Profile Page V-10)

### DATA TOOLS

#### INTERNATIONAL, INC.

##### ASSOCIATE

Word Length: 8 bit  
Operating System: CP/M, MP/M  
Languages Supported: Cobol,  
Fortran, Basic, Basic Plus, Basic

Plus 2, Pascal, APL, PL/I  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 17  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$4,500  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: July 1982  
Number Installed to Date: 1,000 -  
5,000  
(See Vendor Profile Page V-10)

### DATA TOOLS

#### INTERNATIONAL, INC.

##### ASSOCIATE

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Basic, Pascal, C, Fortran  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$4,300  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: June 1982  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-11)

### DATA TOOLS

#### INTERNATIONAL, INC.

##### ASSOCIATE

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Basic, Pascal, C, Fortran  
Minimum Memory: 50K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous  
Price: \$1,700  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: January 1983  
Number Installed to Date: 100 - 500

### DATA TOOLS

#### INTERNATIONAL, INC.

##### ASSOCIATE

Word Length: 8 bit  
Operating System: Cobol  
Minimum Memory: 11M bytes  
Maximum Memory: 11M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 2  
Distribution: OEM  
Date First Installed: September  
1982  
Number Installed to Date: 300  
(See Vendor Profile Page V-11)

### DATA TOOLS

#### INTERNATIONAL, INC.

##### ASSOCIATE

Word Length: 16 bit

Languages Supported: Cobol,  
Basic, Assembler  
Minimum Memory: 11M bytes  
Maximum Memory: 11M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 2  
Distribution: OEM  
Date First Installed: September  
1982  
Number Installed to Date: 150

### DATA TOOLS

#### INTERNATIONAL, INC.

##### ASSOCIATE

Word Length: 16 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Synchronous,  
ACD/HDL, SDC/SHA  
Price: \$900  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: November 1982  
Number Installed to Date: 500 -  
1,000  
(See Vendor Profile Page V-11)

### DATA TOOLS

#### INTERNATIONAL, INC.

##### ASSOCIATE

Word Length: 16 bit  
Operating System: CP/M 86, MP/M  
86, Concurrent DOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 256K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SDC/SHA, X.25  
Price: \$3,400  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Third-Party, Duging  
Monthly Maintenance: \$85  
Date First Installed: 1983  
(See Vendor Profile Page V-11)

### DATA TOOLS

#### INTERNATIONAL, INC.

##### ASSOCIATE

Word Length: 16 bit  
Operating System: CP/M  
Languages Supported: Fortran,  
Basic, Pascal, PL/I, C  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous, Synchronous,  
SDC/SHA  
Vendor Sales Terms: Purchase,  
Lease  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: June 1980  
Number Installed to Date: More  
than 100,000  
(See Vendor Profile Page V-11)

### DATA TOOLS

#### INTERNATIONAL, INC.

##### ASSOCIATE

Word Length: 16 bit

## Micros/Personal Computers

**Word Length:** 16 bit  
**Operating System:** Concurrent  
**CP/M:** MS-DOS  
**Languages Supported:** Cobol, Fortran, Basic, Basic Plus, Basic Plus 2, Pascal, PL/I, C  
**Minimum Memory:** 256K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous, Synchronous, SOL/CNA  
**Vendor Sales Terms:** Purchase, Lease  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** March 1984

**BELTA DATA SYSTEMS CORP., 04587**  
**Word Length:** 16 bit  
**Operating System:** Concurrent  
**CP/M:** MS-DOS  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I, C  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous, Synchronous, SOL/CNA  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** October 1984

**SOOCHI INDUSTRIES, 0510**  
**Plug Compatibility:** DEC  
**Word Length:** 16 bit  
**Operating System:** RT-11, RSX  
**Languages Supported:** Cobol, Fortran, Basic  
**Minimum Memory:** 83K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$15,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** October 1982  
*(See Vendor Profile Page V-11)*

**RESEARCH CORP., 05116**  
**Word Length:** 16/32 bit  
**Operating System:** User  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, C, ADA  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Price:** \$24,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Third-Party  
**Date First Installed:** July 1982  
*(See Vendor Profile Page V-11)*

**DIGITAL EQUIPMENT CORP., 05120**  
**Word Length:** 16 bit

**Operating System:** MicroVAX RT-11, CTS-300, Macintosh  
**Languages Supported:** Cobol, Fortran, Basic, Basic Plus, Basic Plus 2, Pascal, APL, Basic, C, C++  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Synchronous, SOL/CNA, X.25, Ethernet Decnet  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Remote Degradation  
**Monthly Maintenance:** \$108  
*(See Vendor Profile Page V-11)*

**DIGITAL EQUIPMENT CORP., 05120**  
**Word Length:** 16 bit  
**Operating System:** CP/M 80  
**Languages Supported:** Basic, Basic Plus 2  
**Minimum Memory:** 512K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous  
**Price:** \$3,375  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$36

**DIGITAL EQUIPMENT CORP., 05120**  
**Word Length:** 16 bit  
**Operating System:** CP/M 80  
**Languages Supported:** Basic, Basic Plus 2  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 1M bytes  
**Communications Protocols:** Asynchronous  
**Price:** \$4,375  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$36

**DIGITAL EQUIPMENT CORP., 05120**  
**Word Length:** 8/16 bit  
**Operating System:** CP/M 80, CP/M 86, MS-DOS  
**Languages Supported:** Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Communications Protocols:** Asynchronous  
**Price:** \$2,675  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$28

**DIGITAL EQUIPMENT CORP., 05120**  
**Word Length:** 8/16 bit  
**Operating System:** CP/M 80, CP/M 86, MS-DOS  
**Languages Supported:** Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 896K bytes  
**Communications Protocols:** Asynchronous

**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site

**DIGITAL MICROSYSTEMS, INC., 05120**  
**Word Length:** 8/16 bit  
**Operating System:** CP/M 80, CP/M 86  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 512K bytes  
**Communications Protocols:** SOL/CNA  
**Price:** \$1,895  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** March 1984  
**Number Installed to Date:** 1,000 - 5,000

**DIGITAL MICROSYSTEMS, INC., 05120**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I  
**Minimum Memory:** 54K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** SOL/CNA  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, not  
**Date First Installed:** June 1982  
**Number Installed to Date:** 500 - 1,000

**DIGITAL MICROSYSTEMS, INC., 05120**  
**Word Length:** 16 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I  
**Minimum Memory:** 1M bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** SOL/CNA  
**Price:** \$3,775  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** December 1982  
**Number Installed to Date:** 100 - 500

**DIGITAL MICROSYSTEMS, INC., 05120**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I  
**Minimum Memory:** 54K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** SOL/CNA  
**Price:** \$3,150  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, not  
**Date First Installed:** September 1980  
**Number Installed to Date:** 100 - 500

**DIGITAL MICROSYSTEMS, INC., 05120**  
**Word Length:** 8 bit  
**Operating System:** CP/M 2.2  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I  
**Minimum Memory:** 54K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 3  
**Communications Protocols:** SOL/CNA  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, not  
**Date First Installed:** December 1982

**DIGITAL MICROSYSTEMS, INC., 05120**  
**Word Length:** 8/16 bit  
**Operating System:** MS-DOS, CP/M 80  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 512K bytes  
**Communications Protocols:** SOL/CNA  
**Price:** \$1,895  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** March 1984  
**Number Installed to Date:** 1,000 - 5,000

**DIGITAL MICROSYSTEMS, INC., 05120**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I  
**Minimum Memory:** 54K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** SOL/CNA  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, not  
**Date First Installed:** June 1982  
**Number Installed to Date:** 500 - 1,000

**DIGITAL MICROSYSTEMS, INC., 05120**  
**Word Length:** 16 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I  
**Minimum Memory:** 1M bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** SOL/CNA  
**Price:** \$3,775  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** December 1982  
**Number Installed to Date:** 100 - 500

**DIGITAL MICROSYSTEMS, INC., 05120**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I  
**Minimum Memory:** 54K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** SOL/CNA  
**Price:** \$3,150  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, not  
**Date First Installed:** September 1980  
**Number Installed to Date:** 100 - 500

**DIGITAL MICROSYSTEMS, INC., 05120**  
**Word Length:** 8 bit  
**Operating System:** CP/M 2.2  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I  
**Minimum Memory:** 54K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 3  
**Communications Protocols:** SOL/CNA  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, not  
**Date First Installed:** December 1982

## Micros/Personal Computers

**Languages Supported:** Basic, Pascal  
**Screen Memory:** 128K bytes  
**Minimum Memory:** 512K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous  
**Price:** \$2,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to  
 Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$95  
**Date First Installed:** June 1981  
**Number Installed to Date:** 100 - 500

**OSIRIS SYSTEMS, INC.**  
 06/1980  
**Word Length:** 8/16 bit  
**Operating System:** CP/M, MS-DOS  
**Languages Supported:** Cobol, Basic, Pascal, PL/I, C, Assembly  
**Screen Memory:** 128K bytes  
**Minimum Memory:** 512K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$2,200  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Return to  
 Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$20  
**Date First Installed:** 1978  
 (See Vendor Profile Page 1-12)

**OSIRIS SYSTEMS, INC.**  
 06/1980  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol, Basic, Pascal, PL/I, C, Assembly  
**Screen Memory:** 64K bytes  
**Minimum Memory:** 128K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$2,200  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Return to  
 Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$41  
**Date First Installed:** 1978

**OSIRIS**  
**MAGNUM PC 1980**  
**Plug Compatibility:** IBM PC  
**Word Length:** 8 bit  
**Operating System:** MS-DOS, CP/M  
**Languages Supported:** Basic  
**Screen Memory:** 128K bytes  
**Minimum Memory:** 640K bytes  
**Communications Protocols:** None  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** August 1984  
 (See Vendor Profile Page 1-12)

**DIRECT, INC.**  
 DIRECT 1001  
**Word Length:** 8 bit

**Operating System:** CP/M  
**Screen Memory:** 64K bytes  
**Minimum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous, HP 2622  
**Price:** \$2,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, Xerox  
**Date First Installed:** June 1982  
**Number Installed to Date:** 500 - 1,000  
 (See Vendor Profile Page 1-12)

**DIRECT, INC.**  
 DIRECT 1001  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Screen Memory:** 64K bytes  
**Minimum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous, VT100/131  
**Price:** \$2,395  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, Xerox  
**Date First Installed:** February 1983  
**Number Installed to Date:** 500 - 1,000

**DIRECT, INC.**  
 02/1980  
**Plug Compatibility:** IBM PC  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Screen Memory:** 128K bytes  
**Minimum Memory:** 512K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, QP 2848, 3270  
**Price:** \$3,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, Xerox  
**Date First Installed:** January 1984  
**Number Installed to Date:** 300

**DOUSTIE, OLIVETTI CORP.**  
**Word Length:** 16 bit  
**Operating System:** PCOS, CP/M  
**Screen Memory:** 128K bytes  
**Minimum Memory:** 512K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous  
**Price:** \$2,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Return to  
 Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$46  
**Date First Installed:** August 1982  
 (See Vendor Profile Page 1-12)  
**OP BUSINESS SYSTEMS, INC.**  
 07/1980 SERIES  
**Word Length:** 8 bit

**Operating System:** CP/M  
**Language Supported:** Cobol  
**Fortran:** Basic, PL/I, Assembly  
**Screen Memory:** 128K bytes  
**Minimum Memory:** 11M bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 34  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$25,295  
**Vendor Sales Terms:** Lease  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** August 1981  
 (See Vendor Profile Page 1-12)

**SHAL SYSTEMS CORP.**  
 03/79  
**Specific Application:** Industrial Control  
**Word Length:** 21/16 bit  
**Operating System:** MAX 8/16, RTK  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, C, Fortran  
**Screen Memory:** 32K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous, Synchronous, ACCOPLC  
**Price:** \$4,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to  
 Manufacturing Facility, Third-Party  
**Date First Installed:** 1980  
 (See Vendor Profile Page 1-12)

**SHAL SYSTEMS CORP.**  
 03/79  
**Word Length:** 16/32 bit  
**Operating System:** Unix 7, Unix System V  
**Language Supported:** Cobol, Fortran, Basic, Plus, Pascal, C  
**Screen Memory:** 512K bytes  
**Minimum Memory:** 32M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:** Asynchronous, X.25, Ethernet  
**Price:** \$10,800  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to  
 Manufacturing Facility  
**Date First Installed:** June 1982

**SHAL SYSTEMS CORP.**  
 03/1980  
**Word Length:** 16/32 bit  
**Language Supported:** Cobol, Fortran, Basic, Plus, Pascal, C  
**Screen Memory:** 32K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, X.25, Ethernet  
**Price:** \$8,940  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to  
 Manufacturing Facility  
**Monthly Maintenance:** \$700

**Date First Installed:** June 1984  
**Number Installed to Date:** 1 - 10

**SHAL SYSTEMS CORP.**  
 03/79  
**Word Length:** 16/32 bit  
**Operating System:** Unix, RTK  
**Language Supported:** Cobol, Fortran, Basic, Basic Plus, C, Fortran  
**Screen Memory:** 512K bytes  
**Minimum Memory:** K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:** Asynchronous, ACCOPLC, X.25, Ethernet  
**Price:** \$22,200  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to  
 Manufacturing Facility  
**Monthly Maintenance:** \$200  
**Date First Installed:** December 1983

**SHAL SYSTEMS CORP.**  
 03/1980  
**Word Length:** 8 bit  
**Operating System:** DIBOS, CP/M, MP/M  
**Language Supported:** Basic  
**Screen Memory:** 64K bytes  
**Minimum Memory:** 96K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$7,400  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Return to  
 Manufacturing Facility, Third-Party  
**Date First Installed:** September 1980  
**Number Installed to Date:** 1,000 - 5,000  
 (See Vendor Profile Page 1-12)

**SHAL SYSTEMS CORP.**  
 03/1980  
**Word Length:** 8 bit  
**Operating System:** DIBOS, CP/M, MP/M  
**Language Supported:** Basic  
**Screen Memory:** 64K bytes  
**Minimum Memory:** 96K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$9,300  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Return to  
 Manufacturing Facility, Third-Party  
**Date First Installed:** March 1982  
**Number Installed to Date:** 1,000 - 5,000

**SABLE COMPUTER, INC.**  
 SABLE PC PLUS 80  
**Plug Compatibility:** IBM PC  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Language Supported:** Basic, A  
**Screen Memory:** 200K bytes  
**Minimum Memory:** 640K bytes  
**Multiple Users:** No

## Micros/Personal Computers

**Price:** \$2,595  
**Distribution:** Third-Party  
**Maintenance:** Third-Party, Ref & Home  
**Date First Installed:** November 1983  
*(See Vendor Profile Page V-13)*

**SABLE COMPUTER, INC.**  
**SABLE PC TURBO II**

**Plug Compatibility:** IBM PC  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Language(s) Supported:** Basic  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Price:** \$4,350

**Distribution:** Third-Party  
**Maintenance:** Third-Party, Ref & Home  
**Date First Installed:** April 1984

**SABLE COMPUTER, INC.**  
**SABLE PC PLUS I**

**Plug Compatibility:** IBM PC  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Language(s) Supported:** Basic  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** No  
**Price:** \$1,795

**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party, Ref & Home  
**Date First Installed:** November 1983

**SABLE COMPUTER, INC.**  
**SABLE PC PLUS II**

**Plug Compatibility:** IBM PC  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Language(s) Supported:** Basic  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** No  
**Price:** \$2,195

**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party, Ref & Home  
**Date First Installed:** November 1983

**SAN ELECTRONICS**  
**SH-6180**

**Word Length:** 12 bit  
**Operating System:** CPM  
**Language(s) Supported:** Fortran, Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 320K bytes  
**Multiple Users:** No  
**Communications Protocol:** Asynchronous  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** January 1980  
**Number Installed to Date:** 50 - 100  
*(See Vendor Profile Page V-13)*

**ELECTRO DESIGN, INC.**  
**SP-4**

**Language(s) Application:** CAD/CAM  
**Plug Compatibility:** IBM PC  
**Word Length:** 8/16 bit

**Operating System:** MS-DOS  
**Language(s) Supported:** Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** No  
**Price:** \$1,800

**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** September 1983

**ELECTRO DESIGN, INC.**  
**SP-12**

**Plug Compatibility:** IBM PC  
**Word Length:** 8/16 bit  
**Operating System:** MS-DOS  
**Language(s) Supported:** Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** No  
**Price:** \$1,500

**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** September 1983

**Number Installed to Date:** 50 - 100

**ELECTRO DESIGN, INC.**  
**SP-18**

**Plug Compatibility:** IBM PC  
**Word Length:** 8/16 bit  
**Operating System:** MS-DOS  
**Language(s) Supported:** Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** No  
**Price:** \$2,100

**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** September 1983

**Number Installed to Date:** 50 - 100

**ELECTRO DESIGN, INC.**  
**SP-12**

**Plug Compatibility:** IBM PC, PC/XT  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Language(s) Supported:** Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** No  
**Communications Protocol:** Asynchronous  
**Price:** \$1,500

**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** August 1983  
**Number Installed to Date:** 100 - 500

**ELECTRONIC CONTROL**  
**TECHNOLOGY, INC.**

**Model:** T-280  
**Word Length:** 8 bit  
**Operating System:** CPM, Northern DOS  
**Language(s) Application:** CAD/CAM  
**Plug Compatibility:** IBM PC  
**Word Length:** 8/16 bit

**Minimum Memory:** 1M bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocol:** Asynchronous  
**Price:** \$1,400

**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Date First Installed:** 1977  
*(See Vendor Profile Page V-13)*

**ELECTRONIC CONTROL**  
**TECHNOLOGY, INC.**

**Model:** TT-6680  
**Word Length:** 8 bit  
**Operating System:** CPM, Northern DOS  
**Language(s) Supported:** Cobol, Fortran, Basic, Pascal, PL/I, C

**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocol:** Asynchronous  
**Price:** \$1,250

**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Date First Installed:** 1977

**E & L INSTRUMENTS**  
**F24**

**Specific Application:** Training  
**Word Length:** 8 bit  
**Operating System:** Proprietary  
**Language(s) Supported:** Machine Language  
**Minimum Memory:** 8K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Communications Protocol:** Asynchronous  
**Price:** \$399

**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** September 1982

**Number Installed to Date:** 500  
*(See Vendor Profile Page V-13)*

**E & L INSTRUMENTS**  
**SM82**

**Specific Application:** Training  
**Word Length:** 8 bit  
**Operating System:** Proprietary  
**Language(s) Supported:** Machine Language  
**Minimum Memory:** 4K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Communications Protocol:** Asynchronous  
**Price:** \$1,500

**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** September 1982

**Number Installed to Date:** 750

**ERICK ENGINEERING CO.**  
**EE-1167**

**Word Length:** 8 bit  
**Operating System:** CPM, MP/M  
**Language(s) Supported:** Cobol,

**Fortran, Basic, Pascal, PL/I, C**  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 7  
**Communications Protocol:** Asynchronous  
**Price:** \$9,000

**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Monthly Maintenance:** \$110  
**Date First Installed:** September 1982

**Number Installed to Date:** 10 - 50  
*(See Vendor Profile Page V-14)*

**ERICK ENGINEERING CO.**  
**EE-1116**

**Word Length:** 32 bit  
**Operating System:** Unix  
**Language(s) Supported:** Cobol, Fortran, Basic, C  
**Minimum Memory:** 1M bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 24  
**Communications Protocol:** Asynchronous, Bipolar  
**Price:** \$16,000

**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site, Remote Diagnostic, Third-Party  
**Monthly Maintenance:** \$200  
**Date First Installed:** April 1984

**Number Installed to Date:** 10 - 50

**ESTIMATION, INC.**  
**EO MASTER II**

**Word Length:** 16 bit  
**Operating System:** CPM  
**Language(s) Supported:** C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Maximum I/O Ports:** 8  
**Communications Protocol:** Asynchronous  
**Price:** \$7,990

**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party, TFW  
**Monthly Maintenance:** \$100  
**Date First Installed:** June 1984

**Word Length:** 16 bit  
*(See Vendor Profile Page V-14)*

**ESTIMATION, INC.**  
**EO MASTER II**

**Word Length:** 16 bit  
**Operating System:** CPM  
**Language(s) Supported:** C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Communications Protocol:** Asynchronous  
**Price:** \$11,990

**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User  
**Maintenance:** Third-Party, TFW  
**Monthly Maintenance:** \$100  
**Date First Installed:** June 1984

**Number Installed to Date:** 10 - 50

## Micros/Personal Computers

### ET COMPUTER SYSTEMS, INC.

3010  
Word Length: 8 bit  
Operating System: CPM  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous  
Price: \$1,345  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: April 1984  
Number Installed to Date: 100-200  
(See Vendor Profile Page V-14)

### ET COMPUTER SYSTEMS, INC.

3009  
Word Length: 16 bit  
Operating System: MS-DOS, CPM  
Languages Supported: Cobol, Fortran, Basic, C  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous  
Price: \$1,795  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: November 1984

### ET COMPUTER SYSTEMS, INC.

3033  
Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 128K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Price: \$2,495  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: November 1984

### EXECUTIVE PRESENTATION SYSTEMS CORP.

#### EPS SYSTEM

Specific Application: Graphics  
Word Length: 8 bit  
Operating System: CPM  
Languages Supported: Cobol, Fortran, Basic, Pascal, APL, PL/I, C  
Minimum Memory: 64K bytes  
Multiple Users: No  
Communications Protocols: Asynchronous  
Price: \$20,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: January 1982  
Number Installed to Date: 100-200  
(See Vendor Profile Page V-14)

#### FACT, INC.

Word Length: 8 bit

Operating System: Real DOS  
CPM  
Languages Supported: Basic  
Word Length: 8 bit  
Minimum Memory: 64K bytes  
Maximum Memory: 100K bytes  
Maximum I/O Ports: 2  
Communications Protocols: Asynchronous, Synchronous  
Price: \$2,990  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Third-Party  
Monthly Maintenance: \$44  
Date First Installed: February 1982  
(See Vendor Profile Page V-14)

### FINANCIAL BUSINESS COMPUTERS, INC.

Word Length: 8 bit  
Operating System: CPM 96  
Languages Supported: Cobol, Fortran, Basic, Basic Plus, Basic, Plus 2, Pascal, PL/I, C  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Synchronous, SDC/SHA  
Price: \$4,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote  
Diagnostics, Return to Manufacturing Facility, Third-Party  
Date First Installed: November 1982  
Number Installed to Date: 50-100  
(See Vendor Profile Page V-14)

### FINANCIAL BUSINESS COMPUTERS, INC.

Word Length: 8 bit  
Operating System: CPM, TURBOCDS  
Languages Supported: Cobol, Fortran, Basic, Pascal, APL, PL/I, C  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Synchronous, SDC/SHA  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote  
Diagnostics, Return to Manufacturing Facility, Third-Party  
Date First Installed: 1982  
Number Installed to Date: 50-100

### FINANCIAL BUSINESS COMPUTERS, INC.

Word Length: 8 bit  
Operating System: RT-11, UNIX, RSTS/E, RSX-11M  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 256K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote  
Diagnostics, Return to

Manufacturing Facility, Third-Party  
(See Vendor Profile Page V-14)

### FIRST COMPUTER CORP.

Word Length: 8 bit  
Operating System: RT-11, RSTS/E, RSX-11M, Unix  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 256K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote  
Diagnostics, Return to Manufacturing Facility, Third-Party

### FIRST COMPUTER CORP.

Word Length: 8 bit  
Operating System: RT-11, RSTS/E, RSX-11M, Unix  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 256K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Vendor Sales Terms: Purchase, Rental  
Distribution: End User  
Maintenance: Third-Party, On-Site, Remote  
Diagnostics, Return to Manufacturing Facility

### FIRST COMPUTER CORP.

Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 14  
Communications Protocols: Asynchronous, Synchronous  
Price: \$5,000  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site, Return to Manufacturing Facility, Third-Party  
Date First Installed: August 1982  
Number Installed to Date: 10,000-50,000  
(See Vendor Profile Page V-14)

### FORWARD TECHNOLOGY

Model 3880  
Specific Application: Graphics  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 256K bytes  
Maximum Memory: 1.2M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols: Asynchronous, Synchronous, ACCO/HOLC, SDC/SHA  
Price: \$25,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Return to Manufacturing Facility  
Date First Installed: December 1982

Number Installed to Date: 100  
(See Vendor Profile Page V-14)

### FRANCISCO BAILING SYSTEMS

3418  
Specific Application: Lat  
Maintenance  
Word Length: 8 bit  
Operating System: CPM  
Languages Supported: Basic, Basic Plus 2  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Price: \$8,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Third-Party  
Date First Installed: 1979  
Number Installed to Date: 10-50  
(See Vendor Profile Page V-14)

### FRANCISCO BAILING SYSTEMS

Specific Application: Lat  
Maintenance  
Word Length: 8 bit  
Operating System: CPM  
Languages Supported: Basic, Basic Plus 2  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Third-Party  
Date First Installed: 1982  
Number Installed to Date: 1-10

### FRANCISCO BAILING SYSTEMS

3418  
Specific Application: Graphics  
Word Length: 8 bit  
Operating System: CPM  
Languages Supported: Basic, Basic Plus 2  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Price: \$12,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Third-Party, MCI  
Date First Installed: 1980  
Number Installed to Date: 1-10

### FRANCISCO BAILING SYSTEMS

3418  
Specific Application: Graphics  
Word Length: 8 bit  
Operating System: CPM  
Languages Supported: Basic, Basic Plus 2  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Price: \$12,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: June 1983

### FRANCISCO BAILING SYSTEMS

3418  
Specific Application: Graphics  
Word Length: 8 bit  
Operating System: CPM  
Languages Supported: Basic, Basic Plus 2

## Micros/Personal Computers

Minimum Memory: 54K bytes  
Minimum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 10  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: June 1982

**FRANKLIN COMPUTER CORP.**  
ACE 1988  
Word Length: 8 bit  
Operating System: DOS 3.3  
Languages Supported: Basic;  
Pascal  
Minimum Memory: 54K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous  
Price: \$1,295  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: March 1982  
Date First Installed: Date: 80,000

**FRANKLIN COMPUTER CORP.**  
ACE 1988  
Word Length: 8 bit  
Operating System: DOS 3.3  
Languages Supported: Basic;  
Pascal  
Minimum Memory: 54K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous  
Price: \$1,295  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: February 1983

**FOURTECH SYSTEMS, INC.**  
MICRO 185  
Word Length: 8/16 bit  
Operating System: CP/M, MS-DOS,  
CP/M 86  
Languages Supported: Cobol,  
Basic, Pascal, PL/I, C, OR  
Assembler  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Baudot  
Price: \$2,500  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Third-Party, TSM  
(See Vendor Profile Page V-14)

**GENERAL ATENSYSTEMS**  
ZEBRA 1988  
Word Length: 16/32 bit  
Operating System: PLOT  
Languages Supported: Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous  
Price: \$11,000  
Vendor Sales Terms: Purchase

Distribution: Third-Party, Serious  
Maintenance: Third-Party, Serious  
Monthly Maintenance: \$100  
(See Vendor Profile Page V-15)

**GRACE, INC.**  
GMS  
Word Length: 8 bit  
Operating System: OS/2, PASC;  
Utilities  
Languages Supported: Cobol;  
Fortran, Basic, Pascal, C, Assembler  
Minimum Memory: 56K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 72  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$3,995  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site  
Date First Installed: 1983  
(See Vendor Profile Page V-19)

**GOLDEN WEST COMPUTERS**  
MS SERIES  
Specialty Applications Word  
Processing, Office Automation  
Word Length: 8 bit  
Operating System: CP/M;  
TURBOC  
Languages Supported: Basic; Basic  
Plus, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$4,500  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to  
Manufacturing Facility  
Monthly Maintenance: \$30  
Date First Installed: December 1979  
Number Installed to Date: 102 - 500  
(See Vendor Profile Page V-13)

**GOULD, INC.**  
PS 1988  
Word Length: 16 bit  
Operating System: PSX, CP/M 86,  
MS-DOS  
Minimum Memory: 288K bytes  
Maximum Memory: 1M bytes  
Communications Protocols:  
ACCPHOLD, SDC/SHA  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: 1983  
(See Vendor Profile Page V-13)

**HABST COMPUTER CORP.**  
28  
Word Length: 8 bit  
Operating System: CP/M, MP/M  
Languages Supported: Cobol  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 7  
Communications Protocols:  
Asynchronous, Synchronous,  
ACCPHOLD, SDC/SHA  
Price: \$2,000

Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: January 1983  
Number Installed to Date: 1,000 -  
5,000  
(See Vendor Profile Page V-18)

**HARTSON, INC.**  
4333  
Word Length: 32 bit  
Languages Supported: Assembler;  
Fortran  
Minimum Memory: 38K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$2,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: November 1983  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-18)

**HEURICHOW CORP.**  
HEURICHOW SYSTEM  
Word Length: 32 bit  
Operating System: User: CP/M  
Languages Supported: Cobol;  
Fortran, Basic, Basic Plus, Pascal, C  
Multiple Users: Yes  
Minimum I/O Ports: 16  
Communications Protocols:  
ACCPHOLD, SDC/SHA  
Price: \$2,215  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: November 1982  
Number Installed to Date: 500 -  
1,000  
(See Vendor Profile Page V-18)

**HEWLETT-PACKARD CO.**  
3000 SERIES 500  
Word Length: 32 bit  
Operating System: HP  
Languages Supported: Fortran;  
Basic, Pascal, C  
Minimum Memory: 512K bytes  
Maximum Memory: 2.5M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 7  
Communications Protocols:  
Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: February 1983  
(See Vendor Profile Page V-18)

**HEWLETT-PACKARD CO.**  
HP 80A  
Word Length: 8 bit  
Operating System: Proprietary  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 38K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$5,000  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party

Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: January 1980

**HEWLETT-PACKARD CO.**  
HP 800  
Word Length: 16 bit  
Operating System: CP/M; P-System  
Languages Supported: Fortran;  
Basic, Pascal, Assembler  
Minimum Memory: 128K bytes  
Maximum Memory: 540K bytes  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: July 1983

**HEWLETT-PACKARD CO.**  
HP 110  
Word Length: 16 bit  
Operating System: MS-DOS 2.0  
Languages Supported: Cobol;  
Fortran, Basic, Pascal  
Minimum Memory: 256K bytes  
Maximum Memory: 640K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: 1983

**HEWLETT-PACKARD CO.**  
SERIES 200 MODEL 210  
Word Length: 16/32 bit  
Operating System: CP/M 86  
Languages Supported: Basic;  
Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 768K bytes  
Multiple Users: No  
Maximum I/O Ports: 1  
Communications Protocols:  
Asynchronous  
Vendor Sales Terms: Purchase;  
Lease  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: November 1982

**HEWLETT-PACKARD CO.**  
SERIES 200 MODEL 220  
Word Length: 16/32 bit  
Operating System: HP  
Languages Supported: Basic;  
Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 3.5M bytes  
Maximum I/O Ports: 7  
Communications Protocols:  
Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: 1983

**HEWLETT-PACKARD CO.**  
SERIES 200 MODEL 230  
Word Length: 16/32 bit  
Languages Supported: Basic; Basic  
Plus, Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 2M bytes  
Multiple Users: No

## THE AT&T FAMILY OF DATAPHONE MODEMS. WE MAKE WAVES.



You need to move more data faster than ever before.

AT&T Information Systems can help, with modems and advanced diagnostic systems—to keep your data coming fast and clear.

A full line of fast-talking modems. We offer a full line of asynchronous and synchronous modems. They make waves over private or switched lines at speeds of 300 to 9600 bps.

We keep an eye out for trouble.

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On all levels, diagnostics are separated from your host computer. You save costly processing time. Malfunctions are detected automatically, isolated and repaired without

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Level I utilizes stand-alone data sets that are the backbone of our service. They monitor signals on a low-end frequency band.

Level II centralizes network control and testing through a Diagnostic Controller. It monitors up to 256 control modems.

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For over a century AT&T products have set the standards for performance and reliability. Today, 4,000 scientists from Bell Laboratories are working full time to develop and design new business products at AT&T Information Systems Laboratories.

Products we continue to support with the largest, most experienced sales and service force in the industry.

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**WHEN YOU'VE GOT TO BE RIGHT.**



**AT&T**  
Information Systems

## Micros/Personal Computers

Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: June 1981

**HEWLETT-PACKARD CO.**  
MINIS 386 MODEL 336  
Word Length: 16/32 bit  
Languages Supported: Basic, Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 2M bytes  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: 1982

**MINITAB INFORMATION SYSTEMS, INC.**  
MICROSYSTEM 6/16  
Word Length: 16 bit  
Operating System: DOS 8.0, CP/M 8.0, MS-DOS  
Languages Supported: Cobol, Fortran, Basic, Pascal, Assembler  
Minimum Memory: K bytes  
Maximum Memory: 512K bytes  
Maximum I/O Ports: 7  
Communications Protocols:  
Asynchronous, Bynchronous, ADONIS/ILC, SOL/CNA, LUCOL/PPS  
Price: \$5,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$500  
Date First Installed: 1983  
(See Vendor Profile Page 1-18)

**MINITAB INFORMATION SYSTEMS, INC.**  
MICROSYSTEM 6/16  
Word Length: 16 bit  
Operating System: DOS 8.0  
Languages Supported: Cobol, Fortran, Basic, Pascal, Assembler  
Minimum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 7  
Communications Protocols:  
Asynchronous, Bynchronous, ADONIS/ILC, SOL/CNA, LUCOL/PPS  
Price: \$20,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$1,700  
Date First Installed: 1983

**HOUSTON ENGINEERING RESEARCH CORP.**  
HOUSTON ENGINEERING  
Word Length: 8 bit  
Operating System: Proprietary  
Languages Supported: Fortran, Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:

Asynchronous, Bynchronous  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site, Return to Manufacturing Facility, Third-Party  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page 1-17)

**IBM**  
8002  
Word Length: 32 bit  
Operating System: z/OS  
Languages Supported: Fortran, Basic, Pascal  
Minimum Memory: 128K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous, Bynchronous  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Remote  
Diagnosis, Third-Party  
Date First Installed: February 1984  
(See Vendor Profile Page 1-17)

**IBM**  
PC  
Word Length: 16 bit  
Operating System: PC-DOS, CP/M, UCSD P-System  
Languages Supported: Cobol, Fortran, Basic, Pascal, APL, Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 640K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous, Bynchronous, SOL/CNA  
Price: \$1,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Number Installed to Date: 200,000

**IBM**  
PC/XT  
Word Length: 16 bit  
Operating System: PC-DOS, CP/M, UCSD P-System  
Languages Supported: Cobol, Fortran  
Minimum Memory: 128K bytes  
Maximum Memory: 640K bytes  
Multiple Users: No  
Maximum I/O Ports: 6  
Communications Protocols:  
Asynchronous, Bynchronous, SOL/CNA  
Price: \$4,365  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Remote  
Diagnosis, Third-Party  
Date First Installed: March 1983

**IBM**  
PC AT  
Word Length: 16 bit  
Operating System: PC-DOS 3.0, PC-DOS 3.1, Xenix  
Minimum Memory: 256K bytes  
Maximum Memory: 1,024 bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bynchronous,

SOL/CNA  
Price: \$2,300 to \$3,795  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Date First Installed: August 1984

**IBM**  
PC/AT  
Word Length: 16 bit  
Operating System: PC-DOS  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 800K bytes  
Multiple Users: No  
Maximum I/O Ports: 1  
Communications Protocols:  
Asynchronous  
Price: \$500  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Remote  
Diagnosis, Third-Party  
Date First Installed: November 1985

**SECORAPRICE, INC.**  
SECORAPRICE 6/16  
Specific Applications: Chinese Language Processing  
Word Length: 16 bit  
Operating System: Intel 8048  
Languages Supported: Cobol, Fortran, PL/M  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$20,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site  
Date First Installed: April 1982  
Number Installed to Date: 400  
(See Vendor Profile Page 1-17)

**SUPRES, INC.**  
SUPRES SYSTEM 386  
Specific Applications: Graphics  
Operating System: CP/M  
Minimum Memory: 1.2M bytes  
Multiple Users: Yes  
Price: \$32,500  
Vendor Sales Terms: Purchase, lease  
Distribution: End User, OEM  
Maintenance: On-Site  
Monthly Maintenance: \$260  
Date First Installed: September 1983  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page 1-17)

**SSI INTERNATIONAL**  
6000X  
Word Length: 8/16 bit  
Operating System: CP/M 8.0, CP/M 8.5, TURBOC, CP/M Concurrent DOS  
Languages Supported: Cobol, Fortran, Basic, C++, C80  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Maximum I/O Ports: 6  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$3,500  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: November 1981  
Number Installed to Date: 8,500

Maintenance: Third-Party  
Date First Installed: February 1985  
Number Installed to Date: 4,000  
(See Vendor Profile Page 1-17)

**SSI INTERNATIONAL**  
6000X  
Word Length: 8/16 bit  
Operating System: CP/M 8.0, TURBOC, CP/M Concurrent DOS  
Languages Supported: Cobol, Fortran, Basic, C++, C80  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 6  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$2,500  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party, Western Union  
Date First Installed: November 1981  
Number Installed to Date: 5,000

**SSI INTERNATIONAL**  
6000X  
Word Length: 8/16 bit  
Operating System: CP/M 8.0, TURBOC, CP/M 8.0, Concurrent DOS  
Languages Supported: Cobol, Fortran, Basic, Pascal, C++, C80, MP +, C++  
Minimum Memory: 64K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 18  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$3,500  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: 1980  
Number Installed to Date: 3,000

**SSI INTERNATIONAL**  
6000X  
Word Length: 8/16 bit  
Operating System: CP/M 8.0, TURBOC, CP/M 8.0, Concurrent DOS  
Languages Supported: Cobol, Fortran, Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 18  
Communications Protocols:  
Asynchronous, Bynchronous  
Price: \$3,500  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: November 1981  
Number Installed to Date: 8,500

**INSTRUMENTAL COMPUTER**  
INSTRUMENTAL  
Word Length: 8 bit  
Operating System: CP/M 8.0  
Languages Supported: CO Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No



## Micros/Personal Computers

**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous, E-28  
**Price:** \$2,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Return to Manufacturing Facility  
**Date First Installed:** May 1984  
*(See Vendor Profile Page V-17)*

**SPORTEL, INC.**  
**SDA V**  
**Word Length:** 32 bit  
**Operating System:** Unix  
**Languages Supported:** C/C++  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 3M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** 2780;  
 2780, 3070  
**Price:** \$22,000  
**Vendor Sales Terms:** Purchase,  
 Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$400  
**Date First Installed:** December 1983  
**Number Installed to Date:** 50  
*(See Vendor Profile Page V-17)*

**WESTPHALCO CORP.**  
**SOMES 9000**  
**Word Length:** 8 bit  
**Operating System:** CP/M, TURBO/  
 C++  
**Languages Supported:** C/C++  
**Forums:** Basic, Pascal, PL/I, C  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 58K bytes  
**Multiple Users:** 1  
**Communications Protocols:** Asynchronous  
**Price:** \$11,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Monthly Maintenance:** \$28  
**Date First Installed:** March 1977  
**Number Installed to Date:** 100-200  
*(See Vendor Profile Page V-18)*

**INTERCOL CORP.**  
**INTERCOL 2648**  
**Word Length:** 8 bit  
**Operating System:** FCS  
**Languages Supported:** Disk Basic  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 58K bytes  
**Multiple I/O Ports:** 2  
**Communications Protocols:** Asynchronous  
**Price:** \$2,945  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$30  
**Date First Installed:** March 1979  
*(See Vendor Profile Page V-18)*

**INTERCOL CORP.**  
**INTERCOL 8688**  
**Word Length:** 8 bit

**Operating System:** FCS  
**Languages Supported:** Disk Basic  
**Minimum Memory:** 30K bytes  
**Maximum Memory:** 58K bytes  
**Multiple Users:** 10  
**Multiple I/O Ports:** 4  
**Communications Protocols:** Asynchronous  
**Price:** \$3,800  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$40  
**Date First Installed:** January 1977

**INTERCOL CORP.**  
**INTERCOL 8688**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Basic  
**Minimum Memory:** 32K bytes  
**Maximum Memory:** 58K bytes  
**Multiple Users:** 10  
**Multiple I/O Ports:** 4  
**Communications Protocols:** Asynchronous  
**Price:** \$5,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$40  
**Date First Installed:** June 1978

**INTERCOL CORP.**  
**INTERCOL 8688**  
**Word Length:** 8 bit  
**Operating System:** FCS  
**Languages Supported:** Disk Basic  
**Minimum Memory:** 30K bytes  
**Maximum Memory:** 58K bytes  
**Multiple Users:** 10  
**Multiple I/O Ports:** 4  
**Communications Protocols:** Asynchronous  
**Price:** \$4,950  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$40  
**Date First Installed:** April 1977

**INTERCOL CORP.**  
**INTERCOL 8688**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Disk Basic  
**Minimum Memory:** 30K bytes  
**Maximum Memory:** 58K bytes  
**Multiple Users:** 10  
**Multiple I/O Ports:** 4  
**Communications Protocols:** Asynchronous  
**Price:** \$4,950  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$40

**INTERCOL CORP.**  
**INTERCOL 8688**  
**Word Length:** 32 bit

**Operating System:** Unix  
**Languages Supported:** C/C++  
**Forums:** Basic, Pascal, PL/I, C, ADA  
**Minimum Memory:** 1M bytes  
**Maximum Memory:** 8M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$30,985  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$275  
**Date First Installed:** January 1984  
**Number Installed to Date:** 10-50  
*(See Vendor Profile Page V-18)*

**INTERSTATE BUSINESS COMPUTERS (IBC)**  
**IBC-CADET**  
**Word Length:** 8 bit  
**Operating System:** Basic, CP/M  
**Languages Supported:** C/C++  
**Forums:** Basic, Pascal, PL/I, C, Assembler  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Multiple I/O Ports:** 11  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$7,895  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, Dealers  
**Monthly Maintenance:** \$100  
**Date First Installed:** February 1983  
**Number Installed to Date:** 1,200-5,000

**INTERSTATE BUSINESS COMPUTERS (IBC)**  
**IBC-CADET II/IV**  
**Word Length:** 8 bit  
**Operating System:** Basic, CP/M  
**Languages Supported:** C/C++  
**Forums:** Basic, Pascal, PL/I, C, Assembler  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$10,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$100  
**Date First Installed:** January 1984  
**Number Installed to Date:** 100-500

**INTERSTATE BUSINESS COMPUTERS (IBC)**  
**IBC-CADET**  
**Word Length:** 8 bit  
**Operating System:** Basic, CP/M  
**Languages Supported:** C/C++  
**Forums:** Basic, Pascal, PL/I, C, Assembler  
**Minimum Memory:** 320K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous

**Asynchronous, Synchronous**  
**Price:** \$15,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party  
**Date First Installed:** April 1984  
**Number Installed to Date:** 10-50

**INTEGRATED SOLUTIONS OPTIMUM SERIES**  
**Optimum Series:** Unix System 3;  
 Unix  
**Operating System:** Unix System 3;  
 Unix  
**Languages Supported:** C/C++  
**Forums:** Basic, Pascal, C, Assembler, Ada  
**Minimum Memory:** 768K bytes  
**Maximum Memory:** 6M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$5,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** January 1983  
**Number Installed to Date:** 2,000

**INTEL CORP.**  
**86/186**  
**Word Length:** 16 bit  
**Operating System:** Xenix, PM/OS,  
 MS-DOS  
**Languages Supported:** C/C++  
**Forums:** Basic, Pascal, C, PL/M  
**Minimum Memory:** 336K bytes  
**Maximum Memory:** 800K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** December 1983  
*(See Vendor Profile Page V-18)*

**INTEL CORP.**  
**86/286**  
**Word Length:** 16 bit  
**Operating System:** Xenix, PM/OS,  
 MS-DOS  
**Languages Supported:** C/C++  
**Forums:** Basic, Pascal, C, PL/M, Assembler  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 1.28M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous, SLC/CP/M  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Date First Installed:** December 1983

**INTEL CORP.**  
**80386 SYSTEM**  
**Word Length:** 16 bit  
**Operating System:** Xenix  
**Languages Supported:** C/C++  
**Forums:** Basic, Pascal, C, PL/M, Assembler  
**Minimum Memory:** 768K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous, SLC/CP/M, HARP

### Micros/Personal Computers

Price: \$22,940  
Vendor Sales Terms: Purchase  
Distributor: End User, OEM  
Maintenance: On-Site  
Date First Installed: July 1993

**ENTER — CARD**

7200  
Word Length: 8 bit  
Operating System(s): Cms, CP/M  
Languages Supported: Cobol,  
Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Bisynchronous  
Price: \$8,000  
Vendor Sales Terms: Purchase,  
Rent, Lease  
Distribution: Third-Party  
Maintenance: Third-Party, MAI  
Source  
Date First Installed: November 1982  
Number Installed to Date: 100  
(See Vendor Profile Page V-18)

## INTER — CASE

**7289**  
Word Length: 8 bit  
Operating System: Dots, CP/M  
Languages Supported: Cobol,  
Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communication Protocols:  
Bisynchronous  
Price: \$70,000  
Vendor Sales Taxes: Purchase,  
Rent, Lease  
Distributors: Third-Party  
Maintenance: Third-Party, MAI  
Corbus  
Date First Installed: November 1982  
Number Installed to Date: 100

**WINTER — CAME**

Word Length: 8 bit  
Operating System: Oasis; CP/M  
Language: Superintend Cobol  
Basic; Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$14,000  
Vendor: Bates Times, Purchase,  
Florida, USA  
Distributors: Third-Party  
Maintenances: Third-Party, MA  
Notes

**NOTE — CASE**

Word Length: 8 bit  
Operating System: Qdos; CP/M  
Languages Supported: Cobol,  
Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No

Maximum I/O Ports: 2  
Communications Protocol:  
Synchronous  
Price: \$19,000  
Vendor Sales Times: Purchase,  
Rental, Lease  
Distribution: Third-Party  
Maintenance: Third-Party, M&I  
Sorbus  
Date First Installed: December 1992  
Number Installed in Data: 100

### ENTER — GAME

**Word Length:** 8 bit  
**Operating System:** Oasis, CFM  
**Language(s) Supported:** Cobol;  
Basic, Pascal, C  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 768K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 13  
**Communications Protocols:**  
Synchronous  
**Price:** \$11,500  
**Vendor Sales Terms:** Purchase,  
Rental, Lease  
**Distribution:** Third-Party  
**Maintenance:** Third-Party, MAJ  
Service  
**Date First Installed:** November 1982  
**Number Installed in Site:** 100

## ENTER THE GAME

**Model Lengths:** 8 bit  
**Operating System:** Basic, CP/M  
**Language(s) Supported:** Cobol,  
 Basic, Pascal, C  
**Mainframe Memory:** 256K bytes  
**Maximum Memory:** 768K bytes  
**Multiple I/O:** No  
**Mainframe I/O Ports:** 18  
**Communications Protocols:**  
 Bynchronous  
**Price:** \$15,500  
**Vendor Sales Terms:** Purchase,  
 Rental, Lease  
**Distributors:** Third-Party  
**Maintenance:** Third-Party, MAJ  
 Service  
**Date First Installed:** November 1982  
**Hardware Installed in Date:** 100

**ENTER — CARD**

Word Length: 8 bit  
Operating System: Csis, CP/M  
Languages Supported: Cobol,  
Basic, Pascal, C  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: No  
Maximum I/O Ports: 13  
Communication Protocols:  
Synchronous  
Price: \$14,500  
Vendor Sales Terms: Purchase,  
Rent, Lease  
Distributors: Third-Party  
Maintenance: On-Site, Third-Party,  
Mail Service  
Date First Installed: November 1982  
Duplicator Installed on Date: 100

**NOTE — CASE**

Word Length: 8 bit  
Operating Systems: Oasis, CP/M

**Languages Supported:** Cobol,  
 Basic, Pascal, C  
**Maximum Memory:** 256K bytes  
**Maximum Memory:** 754K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 13  
**Communications Protocols:**  
 Synchronous  
**Price:** \$15,000  
**Vendor Sales Terms:** Purchase,  
 Rental, Lease  
**Distribution:** Third-Party  
**Maintenance:** Third-Party, MAI  
 Sorbus  
**Date First Installed:** December 1985  
**Number Installed in:** 100

**INTERCITY**

**PC-1**  
Specific Applications: Industrial  
Control  
Word Length: 8 bit  
Languages Supported: Assembler  
Minimum Memory: 1K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 18  
Communications Protocols:  
Asynchronous  
Price: \$1,500  
Vendor Sales Terms: Purchase  
Distributor: End User  
Maintenance: On-Site  
Date First Installed: 1978  
Number Installed to Date: 150  
(See Vendor Profile Page V-12)

**INTERCONTINENTAL**

**SYSTEMS CORP.**  
CPS-848  
Word Length: 8 bit  
Operating System: CP/M, MP/M,  
TURBO/DOS  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Price: \$475  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: March 1983  
Number Installed to Date: 5,000  
(See Vendor Profile Page M-18)

**REFERENCES**

Word Length: 18 bit  
Operating System: CP/M, CP/M 86  
MS-DOS  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Price: \$1,385  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: June 1984  
Number Installed to Date: 50

**INTERVIEW**

**Word Length:** 18 bit  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 256K bytes

Multiple Users: Yes  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility

## INTERCONTINENTAL

**TECHNO SYSTEMS CORP.**  
CPZ-4000 X  
Word Length: 8 bit  
Operating System: CP/M; MP/M;  
TURBO/DOS  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4

Year: 2005  
Vendor Sales Tax: Purcha

Distributor: OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: February 1982  
Number Installed to Date: 2,500

## INTERCONTINENTAL

**INCOMSYSTEMS CORP.**  
WS-18  
Word Length: 16 bit  
Operating System: CPM;  
TURBO/DOS, MS-DOS  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols: Arcnet  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: October 1984

### INTERCONTINENTAL

**MINICOMSYSTEMS CORP.**  
WS-60X  
Word Length: 8 bit  
Operating Systems: CP/M; MP/M;  
TURISCADOS, France  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications: Protocol: Arinc  
Price: \$695  
Vendor Sales Terms: Purchase  
Distributor: OEM  
Maintenance: Return to  
Manufacturing Facility  
Data Prod. Inp/Out: August 1988

## INTERNATIONAL ENTRY

**SYSTEMS, INC.**  
8006  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$2,400  
Inventory Sales Terms: Purchase  
Credit/Leasing: End User  
Installation: On-Site  
Monthly Maintenance: \$30  
Date First Installed: September  
1982  
Number Installed to Date: 20  
(See Vendor Profile Page V-18)

## Micros/Personal Computers

### INTERNATIONAL ENTRY

**SYSTEMS, INC.**  
DATA CENTER 2  
Word Length: 8 bit  
Languages Supported: Basic, C, Pascal  
Minimum Memory: 20K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maintenance: On-Site, Remote  
Communications Protocols: Asynchronous, Synchronous  
Price: \$2,200  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$25  
Date First Installed: June 1977  
Number Installed to Date: 3,000

### INTERNATIONAL SYSTEMS

**SARISYS, INC.**  
UNIVERSITY  
Pkg Compatibility: IBM PC, PCXT  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol, Fortran, Basic, Pascal, APL, C, Fortran, Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 556K bytes  
Multiple Users: No  
Communications Protocols: Asynchronous  
Price: \$2,700  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party, Sorbus  
Monthly Maintenance: \$40  
Date First Installed: November 1983  
Number Installed to Date: 200  
(See Vendor Profile Page V-18)

### INTERTEC

**COMPACTAR II**  
Word Length: 8 bit  
Operating System: CP/M  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: Yes  
Maintenance: On-Site, Remote  
Communications Protocols: Synchronous  
Price: \$1,795  
Vendor Sales Terms: Purchase, Lease  
Distribution: OEM, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party, Bureau, Field  
Date First Installed: 1980  
(See Vendor Profile Page V-18)

### ISI INTERNATIONAL

**ISS 90/95**  
Specific Application: Process Control  
Word Length: 8 bit  
Operating System: CP/M 2.2  
Languages Supported: Fortran, Basic, Pascal, Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Communications Protocols: ACCPAC/OLC, SOLC/DA  
Price: \$4,700  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM

Maintenance: On-Site, Return to Manufacturing Facility  
Date First Installed: September 1985  
Number Installed to Date: 300  
(See Vendor Profile Page V-18)

### ITRAGA INTERSYSTEMS, INC.

**ENCORE 20/40**  
Word Length: 8 bit  
Operating System: CP/M, MP/M  
Languages Supported: Cobol, Fortran, Basic, Pascal  
Minimum Memory: 256K bytes  
Multiple Users: Yes  
Maintenance: On-Site, Remote  
Communications Protocols: Asynchronous, Synchronous  
Price: \$4,995  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility  
Date First Installed: 1985  
(See Vendor Profile Page V-18)

### ITRAGA INTERSYSTEMS, INC.

**ENCORE 10/40**  
Word Length: 16 bit  
Operating System: Basic  
Languages Supported: Cobol, Fortran, Basic, Pascal  
Minimum Memory: 256K bytes  
Maximum Memory: 2.5M bytes  
Multiple Users: Yes  
Maintenance: On-Site, Remote  
Communications Protocols: Asynchronous, Synchronous  
Price: \$4,895  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility  
Date First Installed: January 1982

### ITHACO, INC.

**COMPUDES**  
Specific Application: Data Acquisition  
Word Length: 8 bit  
Operating System: TMS  
Languages Supported: Basic  
Minimum Memory: 32K bytes  
Maximum Memory: 576K bytes  
Multiple Users: Yes  
Maintenance: On-Site, Remote  
Communications Protocols: Asynchronous  
Price: \$7,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Return to Manufacturing Facility  
Date First Installed: 1977  
Number Installed to Date: 900 - 1,000  
(See Vendor Profile Page V-18)

### ITT COURTESY TERMINAL

**SYSTEMS, INC.**  
XTM  
Pkg Compatibility: IBM PC, PCXT  
Word Length: 16 bit  
Operating System: MS-DOS 2.1  
Minimum Memory: 128K bytes

Maximum Memory: 64K bytes  
Multiple Users: No  
Maintenance: On-Site, Remote  
Communications Protocols: Asynchronous, Synchronous, SOLC/DA  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Remote  
Diagnosis: Return to Manufacturing Facility  
(See Vendor Profile Page V-18)

### JO SYSTEMS

**JCS-807**  
Word Length: 8/16 bit  
Operating System: CP/M, TURBOC  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maintenance: On-Site, Remote  
Communications Protocols: Asynchronous, Synchronous  
Price: \$3,895  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: May 1982  
Number Installed to Date: 200  
(See Vendor Profile Page V-18)

### JONES INTERNATIONAL, INC.

**2188**  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Communications Protocols: Asynchronous, Synchronous  
Price: \$2,295  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
(See Vendor Profile Page V-18)

### JONES INTERNATIONAL, INC.

**2568**  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Communications Protocols: Asynchronous  
Price: \$2,895  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party

### JONES INTERNATIONAL, INC.

**2558**  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Communications Protocols: Asynchronous, Synchronous  
Price: \$2,595  
Vendor Sales Terms: Purchase  
Distribution: Third-Party

### MAINTENANCE: Third-Party

**KAYPRO CORP.**  
**KAYPRO 8**  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Multiple Users: No  
Maintenance: On-Site, Remote  
Communications Protocols: Asynchronous  
Price: \$1,595  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party, Sorbus  
Date First Installed: May 1982  
Number Installed to Date: 50,000 - 100,000  
(See Vendor Profile Page V-18)

### KAYPRO CORP.

**KAYPRO 40**  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Multiple Users: No  
Maintenance: On-Site, Remote  
Communications Protocols: Asynchronous  
Price: \$2,495  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: July 1984

### KENTRON ELECTRONICS

**2388**  
Specific Application: Development System  
Word Length: 8 bit  
Operating System: Unix  
Languages Supported: Pascal, Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: Yes  
Maintenance: On-Site, Remote  
Communications Protocols: Asynchronous  
Price: \$17,000  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$250  
Date First Installed: November 1978  
Number Installed to Date: 8,000  
(See Vendor Profile Page V-18)

### KENTRON ELECTRONICS

**KDB**  
Specific Application: Development System  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Pascal, C, Assembler  
Minimum Memory: 1M bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maintenance: On-Site, Remote  
Communications Protocols: Asynchronous  
Price: \$22,000  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User

## Micros/Personal Computers

Maintenance: On-Site  
Monthly Maintenance: \$300  
Date First Installed: February 1983  
Number Installed to Date: 900

### LABORATORY

TECHNICAL SERVICES CORP.  
LAB TECH 78  
Word Length: 16 bit  
Operating System: PM-86  
Languages Supported: Fortran,  
Basic, Pascal, C, PLM-86  
Minimum Memory: 380K bytes  
Maximum Memory: 7M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$15,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$180  
Date First Installed: April 1982  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-18)

### LEADING EDGE PRODUCTS

LEADING EDGE PC  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic,  
Cobol, Fortran, Pascal, PL/I, C  
Minimum Memory: 128K bytes  
Maximum Memory: 84K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous, Synchronous,  
SOL/CNA, X.25  
Price: \$5,000  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: November 1983  
Number Installed to Date: 10,000 -  
50,000  
(See Vendor Profile Page V-20)

### LEWY COMPUTER

LEWY TEAM  
Plug Compatibility: Tandy TRS-80  
Word Length: 8 bit  
Operating System: DOS/PM-86,  
NEWDOS 86, UCDS  
Languages Supported: Basic  
Minimum Memory: 48K bytes  
Maximum Memory: 192K bytes  
Communications Protocols:  
Asynchronous  
Price: \$1,190  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: May 1984  
Number Installed to Date: 50 - 150  
(See Vendor Profile Page V-20)

### LEO SYSTEMS, INC.

LEO-30  
Word Length: 8 bit  
Operating System: CP/M, Multi-  
DOS, LEO-DOS, PLUS  
Languages Supported: Cobol,  
Fortran, APL, PL/I, Basic, C,  
Assembly

Minimum Memory: 128K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Minimum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$1,600  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-  
Party  
Maintenance: Remote Diagnostics  
Date First Installed: October 1982  
(See Vendor Profile Page V-20)

### LOGICAL BUSINESS

MACHINES  
ADAM 81  
Word Length: 16 bit  
Operating System: Proprietary  
Languages Supported: Natural  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 12  
Communications Protocols:  
Asynchronous  
Price: \$15,170  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: September  
1982  
Number Installed to Date: 1,500  
(See Vendor Profile Page V-20)

### LOGICAL BUSINESS

MACHINES  
DAVID  
Word Length: 16 bit  
Operating System: Proprietary  
Languages Supported: Natural  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Minimum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$5,400  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: December 1980  
Number Installed to Date: 500 -  
1,200

### LOGICAL BUSINESS

MACHINES  
GOLIATH 8  
Word Length: 16 bit  
Operating System: Proprietary  
Languages Supported: Natural  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Minimum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$15,170  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: October 1983  
Number Installed to Date: 100 - 100,000

### MA-COM INFORMATION

SYSTEMS DIVISION  
Word Length: 16 bit  
Operating System: MS-DOS;

Concurrent CP/M, CP/M 86, UCDS  
P-System  
Languages Supported: Cobol,  
Fortran, Basic, Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Minimum I/O Ports: 2  
Communications Protocols:  
Asynchronous, SOL/CNA  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
(See Vendor Profile Page V-20)

### MAS COMPUTER, INC.

MAD-1  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS 2.0,  
CP/M 86, Concurrent CP/M  
Languages Supported: Basic,  
Pascal  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$4,195  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Date First Installed: December 1983  
(See Vendor Profile Page V-20)

### MARIC COMPUTER CO.

MARIC PBC-86/2  
Specific Applications: Word  
Processing  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Minimum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$1,295  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: August 1983  
(See Vendor Profile Page V-20)

### MAT — BASIC FOUR

8-16  
Word Length: 8 bit  
Operating System: ROM CP/M  
Languages Supported: Cobol,  
Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 2  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$4,200  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: February 1984  
Number Installed to Date: 1,200 -  
5,000  
(See Vendor Profile Page V-20)

### MAIRISAN INTERNATIONAL

ELECTRONICS CORP.  
MEX 1990  
Word Length: 8 bit  
Operating System: CP/M, DPC/OS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 128K bytes  
Maximum Memory: 1.0M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 8  
Communications Protocols:  
Asynchronous  
Price: \$5,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Third-Party, Area  
Technical Service  
Date First Installed: 1981  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-20)

### MAIRISAN INTERNATIONAL

ELECTRONICS CORP.  
MEX 8000  
Word Length: 8 bit  
Operating System: MS-DOS, CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous, Synchronous,  
ADDP/HALC, SOL/CNA, X.25  
Price: \$2,500  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Third-Party

### MEASUREMENT SYSTEMS &

CONTROL, INC.  
SYSTEM 2900  
Word Length: 8 bit  
Operating System: CP/M, MP/A,  
Osai  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$5,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: January 1981  
Number Installed to Date: 1,000,  
(See Vendor Profile Page V-20)

### MEASUREMENT SYSTEMS &

CONTROL, INC.  
VOYAGER  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Cobol, Ada,  
PASC, C86 Fortran  
Minimum Memory: 512K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 28  
Communications Protocols:  
Asynchronous  
Price: \$18,000

## Micros/Personal Computers

Vendor Sales Terms: Purchase  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: December 1983  
Number Installed to Date: 12/10  
(See Vendor Profile Page V-20)

### MEASUREMENT SYSTEMS AND CONTROL

2912  
Word Length: 8 bit  
Operating System: CP/M, Oasis;  
MP/M  
Languages Supported: Cobol;  
Fortran, Basic, Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No

Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$5,175  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site

Date First Installed: October 1981  
Number Installed to Date: 1/500  
(See Vendor Profile Page V-21)

### MEASUREMENT SYSTEMS AND CONTROL

2914  
Word Length: 8 bit  
Operating System: CP/M, Oasis;  
MP/M  
Languages Supported: Cobol;  
Fortran, Basic, Pascal  
Minimum Memory: 64K bytes  
Multiple Users: No

Maximum I/O Ports: 3  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$5,700  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site

Date First Installed: October 1981  
Number Installed to Date: 500 - 1,000

### MEASUREMENT SYSTEMS AND CONTROL

2924  
Word Length: 8 bit  
Operating System: MP/M, CP/M;  
Oasis  
Languages Supported: Cobol;  
Fortran, Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes

Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$8,335  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: September 1981  
Number Installed to Date: 100 - 500

### MEASUREMENT SYSTEMS AND CONTROL

2926  
Word Length: 8 bit

Operating System: CP/M, Oasis,  
MP/M  
Languages Supported: Cobol;  
Fortran, Basic, Pascal  
Minimum Memory: 64K bytes  
Multiple Users: No

Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$7,700  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site  
Date First Installed: December 1982  
Number Installed to Date: 100 - 500

### MEASUREMENT SYSTEMS AND CONTROL

2941  
Word Length: 8 bit  
Operating System: CP/M, Oasis,  
MP/M  
Languages Supported: Cobol;  
Fortran, Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No

Maximum I/O Ports: 3  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$8,150  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Date First Installed: December 1982  
Number Installed to Date: 500 - 1,000

### MEASUREMENT SYSTEMS AND CONTROL

2960  
Word Length: 8 bit  
Operating System: CP/M, Oasis,  
MP/M, Business Express  
Languages Supported: Cobol;  
Fortran, Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes

Maximum I/O Ports: 20  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$8,275  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site

Date First Installed: November 1982  
Number Installed to Date: 500 - 1,000

### MEASUREMENT SYSTEMS AND CONTROL

2962  
Word Length: 8 bit  
Operating System: CP/M, Oasis,  
MP/M, Business Express  
Languages Supported: Cobol;  
Fortran, Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes

Maximum I/O Ports: 20  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$8,800  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site

Date First Installed: November 1982  
Number Installed to Date: 500 - 1,000

### MEASUREMENT SYSTEMS AND CONTROL

2964  
Word Length: 8 bit  
Operating System: CP/M, Oasis,  
MP/M, Business Express  
Languages Supported: Cobol;  
Fortran, Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes

Maximum I/O Ports: 20  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$10,945  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site

Date First Installed: November 1982  
Number Installed to Date: 500 - 1,000

### MEASUREMENT SYSTEMS AND CONTROL

2965  
Word Length: 8 bit  
Operating System: CP/M, Oasis;  
MP/M, Business Express  
Languages Supported: Cobol;  
Fortran, Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes

Maximum I/O Ports: 20  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$12,950  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site

Date First Installed: December 1982  
Number Installed to Date: 500 - 1,000

### MEASUREMENT SYSTEMS AND CONTROL

2969  
Word Length: 8 bit  
Operating System: CP/M, Oasis,  
MP/M, Business Express  
Languages Supported: Cobol;  
Fortran, Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes

Maximum I/O Ports: 20  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$12,080  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Date First Installed: March 1983  
Number Installed to Date: 100 - 500

### MEASUREMENT SYSTEMS AND CONTROL

2989  
Word Length: 8 bit  
Operating System: CP/M, Oasis;  
MP/M, Business Express  
Languages Supported: Cobol;  
Fortran, Basic  
Minimum Memory: 512K bytes  
Maximum Memory: 572K bytes  
Multiple Users: Yes

Maximum I/O Ports: 20  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$13,750  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: March 1983

### MEASUREMENT SYSTEMS AND CONTROL

2989  
Operating System: MS-DOS, CP/M  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$2,300

Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site, Third-Party  
Steady Maintenance: \$68  
Date First Installed: June 1982  
(See Vendor Profile Page V-21)

### MEASUREMENT SYSTEMS AND CONTROL

2990  
Word Length: 8 bit  
Languages Supported: Basic;  
Assembly, Modula  
Minimum Memory: 160K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes

Maximum I/O Ports: 10  
Communications Protocols:  
Asynchronous  
Price: \$1,950  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility

Date First Installed: March 1984  
(See Vendor Profile Page V-21)

### MEASUREMENT SYSTEMS AND CONTROL

2991  
Word Length: 8 bit  
Operating System: Proprietary  
Languages Supported: Basic,  
Assembly, Modula  
Minimum Memory: 160K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes

Maximum I/O Ports: 10  
Communications Protocols:  
Asynchronous  
Price: \$1,950  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility

Date First Installed: March 1984  
(See Vendor Profile Page V-21)

### MEASUREMENT SYSTEMS AND CONTROL

2992  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Basic,  
Assembly, Modula  
Minimum Memory: 750K bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: No

Maximum I/O Ports: 10  
Communications Protocols:  
Asynchronous  
Price: \$18,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site

### Micros/Personal Computers

Date First Installed: June 1964

**MICROCOMPUTER  
TECHNOLOGY, INC.**

**Plug Compatibility:** Tandy TRS-80  
**Word Length:** 8 bit  
**Operating System:** TRSDOS, DOS  
**CPM**  
**Languages Supported:** Cobol,  
Fortran, Basic, Pascal  
**Minimum Memory:** 48K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 18  
**Communications Protocol:**  
Asynchronous  
**Vendor Sales Terms:** Purchase  
Distribution; Third-Party  
**Maintenance:** Remote Diagnostics  
**Date First Installed:** January 1979  
**Number Installed to Date:** 500 -  
1,000  
(See Vendor Profile Page K-27)

**INTERDATA CORP.**

**Specific Applications:** Word Processing; Distribution  
**Word Length:** 18 bit  
**Operating System:** GTOS; MS-DOS  
**Languages Supported:** Basic  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous, Synchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility  
*(See Vendor Profile Page A-21)*

**SECOND FIVE COMP.**

**ENTER 1000**  
World Length: 18 ft  
Operating System: STAR/DOC;  
SAC Basic, MP/M, MS-DOS  
Languages Supported: Cobol  
Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$4,295  
Vendor Sales/Turner Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party,  
Dealers  
Date First Installed: November 1982  
Number Installed to Date: 1,000 -  
5,000  
(See Vendor Profile Page V-27)

**UNION SOURCE, INC.**

Operating System: GPM; Unix  
Languages Supported: Cobol  
Fortran, Basic, Basic Plus, Pascal,  
RPL, PL/I, C  
Minimum Memory: 64K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 6  
Communications Protocols:

Asynchronous, Bimynchronous,  
ADCCPHDLG, SDLG/SAA  
Price: \$3,900  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: June 1981  
(See Vendor Profile Page V-22)

**MICRO SOURCE, INC.**

**MS800P-H**  
Operating System: CP/M; Unix  
Languages Supported: Cobol;  
Fortran; Basic; Basic Plus; Pascal;  
RPG; PL/I; C  
Minimum Memory: 64K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocol:  
Asynchronous, Bynchronous,  
ADDC/FDLC, SDC/SNA  
Price: \$8,595

**Vendor Sales Terms:** Full  
 1 year.

**Distribution:** OEM  
**Maintenance:** Return to  
Manufacturing Facility, Third-Party  
Date First Installed: August 1982

**INNOVATION SOURCE, INC.**  
**MS800P-41C**  
Operating System: CP/M, Unix  
Languages: Support: Cobol,  
Fortran, Basic, Pascal, PL/I, C  
MIPS, PL/I, C  
Minimum Memory: 64K bytes  
Maximum Memory: 2.0M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Synchronous,  
ADCCP/HDL, SDLC/RSMA  
Price: \$7,395  
Vendor Sales Terms: Purchase,  
Lease  
**Distribution:** OEM

Manufacturing: February 60  
Manufacturing: February 60

binding sources, inc.  
 88000P-THYC  
 Operating System: CP/M, Unix  
 Languages Supported: Cobol  
 Fortran, Basic, Basic Plus; Pascal  
 RPG, PL/I; C  
 Multiple Users: Yes  
 Maximum I/O Ports: 6  
 Communications Protocols:  
 Asynchronous, Synchronous,  
 ADCCP, BDL, BDC, BSA  
 Vendor Sales Terms: Purchase,  
 Lease  
 Distribution: OEM  
 Maintenance: Return to  
 Manufacturing Facility, Third-Party  
 Date First Installed: November 1980

**MICRO TECHNOLOGY**

**UNLIMITED**  
**MTU-148**  
**Plug Compatibility:** IBM 3270  
**Word Length:** 8 bit  
**Operating System:** Coded  
**Language(s) Supported:** Basic;  
 Pascal, Modula

Minimum Memory: 128K bytes  
Maximum Memory: 2M bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous  
Price: \$3,995  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Remote Diagnostic

Return to Manufacturing Facility  
Date First Inspected: January 11

**Number installed in Data: 200**  
(See Vendor Profile Page V-22)

**MIKRO SYSTEMS CORP.**  
MK2 1756/C  
Word Length: 16 bit  
Operating System: MSAON  
Languages Supported: ML-STD-1750  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Maximum I/O Buses: 4

**Price: \$30,740**  
**Model: B600, Tractor, Backhoe**

**MICROSOFT SYSTEMS CORP.**  
MSX 1780/M  
Word Length: 16 bit  
Operating System: VIMON  
Languages Supported: ML-STD-  
1792  
Minimum Memory: 16K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Price: \$10,400  
Vendor Sales Terms: Purchase  
Distribution: End User  
Date First Installed: January 1983  
Number Installed in Coder: 90

MICROS SYSTEMS CORP.  
MIL 1750-2

**MINISST CORP.**  
Word Length: 16 bit  
Operating System: MMCH  
Languages Supported: ML-STD-1750  
Minimum Memory: 19K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Vendor Sales Terms: Purchase  
Distributor: End User  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: June 1984

Periodic, G. Levine  
Michigan, Manager

Maximum Memory: 256K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$1,000  
Vendor Sales Terms: Purchase  
Distribution: Third Party

**Maintenance:** On-Site  
**Date First Installed:** May 1994  
*(See Vendor Profile Page V-22)*

**MINNET COME.**

**OPTIMUM SERIES**  
Word Length: 64 bit  
Operating System: Unix System 3;  
Unix 4.2 BSD  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C;  
Assembler; Asic: Lsp  
Maximum Memory: 768K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes, 16  
Communications: Protocols:  
Asynchronous, Synchronous  
Price: \$2,000  
Where Sales Terms: Purchase  
Manufacturing Return to  
Manufacturing Facility, Third-Party,  
Local  
Date First Installed: January 1983  
Number Installed to Date: 2,000

**DAI NIPPON ELECTRONICS  
AMERICA, INC.**

**Model:** 8080, 8085,  
**Manufacturer:** 816  
**Word Length:** 16 bit  
**Operating System:** MP/M 80, CP/M  
**Languages Supported:** Cobol,  
 Basic, Pascal, C  
**Minimum Memory:** 384K bytes  
**Maximum Memory:** 896K bytes  
**Multiple Users:** Yes  
**Concurrent I/O Ports:** 8  
**Communications Protocols:**  
 Asynchronous, Bitychronous,  
 SCS, CDPN  
**List Price:** \$8,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Third-Party  
**Date First Installed:** April 1982  
**Number Installed to Date:** 1 - 10  
**(See Vendor Profile Page V-22)**

8/1/98

**Word Length:** 8-bit  
**Operating System:** OS 2  
**Language:** Supported: Cobol, Modol  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** No  
**Communications Protocol:** Asynchronous, Bieynchronous, SDC/SDNA  
**Price:** \$7,005  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distributor:** End User  
**Maintenance:** On-Site, Remote, Diagnostics  
**Date First Installed:** April 1981  
**(See Vendor Profile Page V-22)**

**MOULDER, RAY, SCIENCES**  
**GROUP**

Word Length: 16 bit  
Operating System: DOS; MS-DOS;  
CP/M 80  
Languages Supported: Cobol;  
Fortran, Basic, Pascal, Assembler  
Miscellaneous: Microchannel, OS/2, iSeries







## Micros/Personal Computers

**Asynchronous, Biynchronous, ADC/DAC, BOLD/INA**  
 Prices: \$7,200  
 Vendor Sales Terms: Purchase  
 Distribution: End User, OEM, Third-Party  
 Minimums: On-Site  
 Monthly Maintenance: \$120  
 Date First Installed: August 1981  
 Number Installed to Date: 50 - 100

**BITCOM PRODUCTS, INC.**  
**ANTARES**  
 Word Length: 16 bit  
 Operating System: Unix  
 Languages Supported: Cobol  
 Fortran, Basic, PASCAL, C  
 Minimum Memory: 200K bytes  
 Multiple Users: Yes  
 Minimum I/O Ports: 16  
 Communications Protocols:  
 Asynchronous, Biynchronous  
 Prices: \$25,000

Vendor Sales Terms: Purchase  
 Distribution: OEM  
 Date First Installed: December 1982  
 (See Vendor Profile Page V-24)

**BITCOM PRODUCTS, INC.**  
**LYRA**  
 Word Length: 16 bit  
 Operating System: Unix  
 Languages Supported: Cobol,  
 Fortran, Basic, PASCAL, C  
 Minimum Memory: 500K bytes  
 Multiple Users: Yes  
 Minimum I/O Ports: 16  
 Communications Protocols:  
 Asynchronous, Biynchronous  
 Prices: \$15,000

Vendor Sales Terms: Purchase  
 Distribution: OEM  
 Minimums: Third-Party, Reseller  
 Date First Installed: October 1982

**BITCOM PRODUCTS, INC.**  
**ORION**  
 Word Length: 64 bit  
 Operating System: Unix  
 Languages Supported: Cobol,  
 Fortran, Basic, PASCAL, C  
 Minimum Memory: 500K bytes  
 Multiple Users: Yes  
 Minimum I/O Ports: 16  
 Communications Protocols:  
 Asynchronous, Biynchronous  
 Prices: \$50,000  
 Vendor Sales Terms: Purchase  
 Distribution: End User, OEM, Third-Party  
 Minimums: Return to  
 Manufacturing Facility, Third-Party  
 Reseller  
 Date First Installed: January 1983  
 Number Installed to Date: 1 - 10

**BOXWOOD COMPUTER CORP.**  
**3016/8**  
 Word Length: 16 bit  
 Operating System: Concurrent DOS  
 Languages Supported: Cobol,  
 Fortran, Basic, PASCAL, PL/I, C  
 Minimum Memory: 768K bytes  
 Communications Protocols:  
 Asynchronous, BOLD/INA  
 Prices: \$4,900  
 Vendor Sales Terms: Purchase,  
 Rental

Distribution: End User  
 Minimums: On-Site  
 Date First Installed: June 1984  
 (See Vendor Profile Page V-24)

**MMC ELECTRONICS, INC.**  
**MMC MODEL 80**  
 Word Length: 8 bit  
 Operating System: CISC: CP/M  
 Languages Supported: Cobol,  
 Basic, C, Assembly  
 Minimum Memory: 128K bytes  
 Minimum Memory: 192K bytes  
 Multiple Users: Yes  
 Communications Protocols:  
 Asynchronous  
 Price: \$4,800  
 Vendor Sales Terms: Purchase  
 Distribution: OEM, Third-Party  
 Date First Installed: December 1983  
 Number Installed to Date: 100 - 500  
 (See Vendor Profile Page V-24)

**MMC ELECTRONICS, INC.**  
**MMC MODEL 48**  
 Word Length: 8 bit  
 Operating System: CISC: CP/M  
 Languages Supported: Cobol,  
 Basic, C, Assembly  
 Minimum Memory: 128K bytes  
 Minimum Memory: 192K bytes  
 Multiple Users: Yes  
 Communications Protocols:  
 Asynchronous  
 Price: \$6,400  
 Vendor Sales Terms: Purchase  
 Distribution: OEM, Third-Party  
 Date First Installed: December 1983  
 Number Installed to Date: 100 - 500

**MMC ELECTRONICS, INC.**  
**MMC MODEL 548**  
 Word Length: 8 bit  
 Operating System: CISC: CP/M  
 Languages Supported: Cobol,  
 Basic, C, Assembly  
 Minimum Memory: 256K bytes  
 Minimum Memory: 768K bytes  
 Multiple Users: Yes  
 Minimum I/O Ports: 10  
 Communications Protocols:  
 Asynchronous  
 Prices: \$7,995  
 Vendor Sales Terms: Purchase  
 Distribution: OEM, Third-Party  
 Minimums: Remote Diagnosis,  
 Return to Manufacturing Facility  
 Date First Installed: January 1982  
 Number Installed to Date: 100 - 500

**MMC ELECTRONICS, INC.**  
**MMC MODEL 548**  
 Word Length: 8 bit  
 Operating System: CISC: CP/M  
 Languages Supported: Cobol,  
 Basic, C, Assembly  
 Minimum Memory: 256K bytes  
 Minimum Memory: 768K bytes  
 Multiple Users: Yes  
 Minimum I/O Ports: 10  
 Communications Protocols:  
 Asynchronous  
 Price: \$7,995  
 Vendor Sales Terms: Purchase  
 Distribution: OEM, Third-Party  
 Minimums: Return to  
 Manufacturing Facility, Third-Party  
 Date First Installed: January 1983  
 Number Installed to Date: 100 - 500

**MMC ELECTRONICS, INC.**  
**MMC MODEL 580**  
 Word Length: 8 bit  
 Operating System: CISC: CP/M  
 Languages Supported: Cobol,  
 Basic, C, Assembly  
 Minimum Memory: 256K bytes  
 Minimum Memory: 768K bytes  
 Multiple Users: Yes  
 Minimum I/O Ports: 10  
 Communications Protocols:  
 Asynchronous  
 Price: \$7,995  
 Vendor Sales Terms: Purchase  
 Distribution: OEM, Third-Party  
 Minimums: Return to  
 Manufacturing Facility, Third-Party  
 Date First Installed: January 1982  
 Number Installed to Date: 100 - 500

**MMC ELECTRONICS, INC.**  
**MMC MODEL 548**  
 Word Length: 8 bit  
 Operating System: CISC: CP/M  
 Languages Supported: Cobol,  
 Basic, C, Assembly  
 Minimum Memory: 256K bytes  
 Minimum Memory: 768K bytes  
 Multiple Users: Yes  
 Minimum I/O Ports: 10  
 Communications Protocols:  
 Asynchronous  
 Price: \$8,300  
 Vendor Sales Terms: Purchase  
 Distribution: OEM, Third-Party  
 Minimums: Return to  
 Manufacturing Facility, Third-Party  
 Number Installed to Date: 100 - 500

**SUNSHINE SYSTEMS**  
**LS-118**  
 Plug Compatibility: DEC LS-11  
 Word Length: 16 bit  
 Operating System: RTE: RSX-11M  
 Languages Supported: Cobol,  
 Fortran, Basic, Basic Plus, Basic  
 Plus 2, APL, Cond  
 Minimum Memory: 4K bytes  
 Minimum Memory: 64K bytes  
 Multiple Users: No  
 Minimum I/O Ports: 11  
 Communications Protocols:  
 Asynchronous  
 Price: \$25,000  
 Vendor Sales Terms: Purchase  
 Distribution: End User, OEM  
 Minimums: On-Site, Return to  
 Manufacturing Facility  
 Date First Installed: 1976  
 (See Vendor Profile Page V-24)

**SOUTHERN TELECOM, INC.**  
**803**  
 Word Length: 8 bit  
 Operating System: CP/M  
 Languages Supported: Cobol,  
 Fortran, Basic, PASCAL, C  
 Minimum Memory: 256K bytes  
 Minimum I/O Ports: 4  
 Communications Protocols:  
 Asynchronous, Biynchronous  
 Price: \$4,750  
 Vendor Sales Terms: Purchase,  
 Rental, Lease  
 Distribution: End User  
 Minimums: On-Site  
 Monthly Maintenance: \$100  
 Date First Installed: November 1981  
 (See Vendor Profile Page V-24)

**NOVELL, INC.**  
**NETWARE**  
 Word Length: 32 bit  
 Operating System: Netware  
 Languages Supported: Cobol,  
 Fortran, Basic  
 Minimum Memory: 128K bytes  
 Minimum Memory: 512K bytes  
 Multiple Users: Yes  
 Minimum I/O Ports: 20  
 Communications Protocols:  
 Asynchronous, Biynchronous  
 Price: \$15,150  
 Vendor Sales Terms: Purchase  
 Distribution: End User, OEM, Third-Party  
 Minimums: On-Site, Third-Party  
 Date First Installed: 1982  
 Number Installed to Date: 1,000 - 5,000  
 (See Vendor Profile Page V-24)

**OKLEAF CORP.**  
**GPU**  
 Word Length: 16 bit  
 Operating System: CISC  
 Languages Supported: Basic, PPL  
 Minimum Memory: 256K bytes  
 Minimum Memory: 512K bytes  
 Multiple Users: Yes  
 Minimum I/O Ports: 8  
 Communications Protocols:  
 Asynchronous, Biynchronous,  
 ADC/DAC, BOLD/INA  
 Price: \$5,500  
 Vendor Sales Terms: Purchase,  
 Lease  
 Distribution: End User  
 Minimums: On-Site  
 Monthly Maintenance: \$115  
 Date First Installed: January 1983  
 (See Vendor Profile Page V-24)

**OKLEAF CORP.**  
**80-18**  
 Word Length: 16 bit  
 Operating System: CISC  
 Languages Supported: Basic, PPL  
 Minimum Memory: 256K bytes  
 Minimum Memory: 512K bytes  
 Multiple Users: Yes  
 Minimum I/O Ports: 8  
 Communications Protocols:  
 Asynchronous, Biynchronous,  
 ADC/DAC, BOLD/INA  
 Price: \$10,500  
 Vendor Sales Terms: Purchase,  
 Lease  
 Distribution: End User  
 Minimums: On-Site  
 Monthly Maintenance: \$95  
 Date First Installed: January 1982  
 Number Installed to Date: 2,000

**OKLEAF CORP.**  
**80-388**  
 Word Length: 8 bit  
 Operating System: CISC  
 Languages Supported: Basic, PPL  
 Minimum Memory: 256K bytes  
 Minimum Memory: 512K bytes  
 Multiple Users: Yes  
 Minimum I/O Ports: 8  
 Communications Protocols:  
 Asynchronous, Biynchronous,  
 ADC/DAC, BOLD/INA  
 Price: \$5,500  
 Vendor Sales Terms: Purchase,  
 Lease

## Micros/Personal Computers

**Distribution:** End User  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$95  
**Date First Installed:** August 1982  
**Number Installed to Date:** 1,200

**OLYMPIA USA, INC.**  
**PEOPLE COMPUTER**  
**Word Length:** 16 bit  
**Operating System:** CP/M 86, MS-DOS

**Languages Supported:** Cobol, Fortran, Basic, Pascal  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$3,395  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** January 1984  
**Number Installed to Date:** 5,500  
*(See Vendor Profile Page V-25)*

**OMNIMATE**  
**OSM II**  
**Word Length:** 16 bit  
**Operating System:** CP/M, OMN DOS, MS-DOS, Unix

**Languages Supported:** Cobol, Fortran, Basic, Pascal  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$3,500  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** October 1982  
*(See Vendor Profile Page V-25)*

**OSTEL**  
**1885**  
**Word Length:** 6 bit  
**Operating System:** MOOS, HOOS, CP/M

**Languages Supported:** Cobol, Fortran, Basic, Assembler  
**Minimum Memory:** 128 bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous, SDC/SDNA  
**Price:** \$1,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Third-Party, Standard Regime  
**Date First Installed:** June 1982  
**Number Installed to Date:** 500-1,000  
*(See Vendor Profile Page V-25)*

**OSTEL**  
**1885**  
**Word Length:** 6 bit  
**Operating System:** MOOS, HOOS, CP/M

**Languages Supported:** Cobol, Fortran, Basic, Assembler

**Minimum Memory:** 128K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous, SDC/SDNA  
**Price:** \$1,895  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Third-Party, Standard Regime  
**Date First Installed:** July 1981  
**Number Installed to Date:** 10,000-10,500

**OSTEL**  
**1887**  
**Word Length:** 6 bit  
**Operating System:** MOOS, HOOS, CP/M

**Languages Supported:** Cobol, Fortran, Basic, Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, SDC/SDNA, Synchronous  
**Price:** \$2,300  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Third-Party, Standard Regime  
**Date First Installed:** August 1982  
**Number Installed to Date:** 1,000-5,000

**OSTEL**  
**1885**  
**Word Length:** 16 bit  
**Operating System:** Concurrent DOS, OS-16, Thompson

**Languages Supported:** Cobol, Basic, C  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 768K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous  
**Price:** \$4,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, RCA  
**Date First Installed:** June 1984  
**Number Installed to Date:** 100-200  
*(See Vendor Profile Page V-25)*

**OSTEL**  
**OSM100**  
**Word Length:** 6 bit  
**Operating System:** Oasis-8, MP/M

**Languages Supported:** Cobol, Basic  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$11,490  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, RCA  
**Date First Installed:** July 1984

**OSTEL**  
**OSM100**  
**Word Length:** 6 bit  
**Operating System:** Oasis-8

**OSTEL**  
**OSM100**  
**Word Length:** 6 bit  
**Operating System:** Oasis-8

**Languages Supported:** Cobol, Basic  
**Minimum Memory:** 666K bytes  
**Maximum Memory:** 866K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous  
**Price:** \$7,895  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, RCA  
**Date First Installed:** July 1981  
**Number Installed to Date:** 1,000-5,000

**OSTEL**  
**OSM100**  
**Word Length:** 6 bit  
**Operating System:** Oasis-8, MP/M

**Languages Supported:** Cobol, Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 150K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$12,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, RCA  
**Date First Installed:** June 1981  
**Number Installed to Date:** 1,000-5,000

**OSTEL**  
**OSM100**  
**Word Length:** 16 bit  
**Operating System:** Unix System II

**Languages Supported:** Cobol, Fortran, Basic, Pascal, C  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$8,895  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, RCA  
**Date First Installed:** May 1984  
**Number Installed to Date:** 100-500

**OSTEL**  
**OSM100**  
**Word Length:** 16 bit  
**Operating System:** Unix System II

**Languages Supported:** Cobol, Fortran, Basic, Pascal, C  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$11,490  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, RCA  
**Date First Installed:** July 1984

**OSTEL**  
**OSM100**  
**Word Length:** 6 bit  
**Operating System:** Oasis-8, MP/M

**OSTEL**  
**OSM100**  
**Word Length:** 6 bit  
**Operating System:** Oasis-8

**Minimum I/O Ports:** 6  
**Communications Protocols:** Asynchronous  
**Price:** \$8,895  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, RCA  
**Date First Installed:** August 1981  
**Number Installed to Date:** 1,000-5,000

**OSTEL**  
**OSM100**  
**Word Length:** 16 bit  
**Operating System:** Unix System II

**Languages Supported:** Cobol, Fortran, Basic, Pascal, C  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$12,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, RCA  
**Date First Installed:** June 1981  
**Number Installed to Date:** 1,000-5,000

**OSM COMPUTER CORP.**  
**2805 PC**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS

**Languages Supported:** Cobol, Fortran, Basic, Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous, SDC/SDNA  
**Price:** \$2,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$20  
**Date First Installed:** January 1984  
**Number Installed to Date:** 1,000-5,000  
*(See Vendor Profile Page V-25)*

**OSM COMPUTER CORP.**  
**2805 PC**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS

**Languages Supported:** Cobol, Fortran, Basic, Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous, SDC/SDNA  
**Price:** \$2,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$20  
**Date First Installed:** January 1984  
**Number Installed to Date:** 1,000-5,000

**OSM COMPUTER CORP.**  
**2805 PC**  
**Word Length:** 16 bit

## Micros/Personal Computers

**Operating System:** MS-DOS  
**Languages Supported:** Cobol  
**Format:** Basic, Pascal  
**Minimum Memory:** 164K bytes  
**Maximum Memory:** 64K bytes  
**Minimum I/O Ports:** 3  
**Communications Protocols:** Asynchronous, Synchronous, SOL/DMA, 3270  
**Price:** \$4,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to  
**Manufacturing Facility, Third-Party**  
**Monthly Maintenance:** \$25  
**Date First Installed:** January 1984  
**Number Installed to Date:** 1,000-5,000

**PARCO INTERNATIONAL, INC.**  
**PS-2000**  
**Specific Application:** Security  
**Access**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Basic, Pascal  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Third-Party  
**Date First Installed:** 1980  
**(See Vendor Profile Page V-26)**

**PARCO INTERNATIONAL, INC.**  
**PS-2000**  
**Specific Application:** Security  
**Access**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Basic, Pascal  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Third-Party  
**Date First Installed:** 1980

**POE SYSTEMS**  
**VOYAGER**  
**Word Length:** 8 bit  
**Operating System:** CP/M, MUDS  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I, C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site, Third-Party  
**Monthly Maintenance:** \$175  
**Date First Installed:** 1978  
**(See Vendor Profile Page V-26)**

**POSTEL OF AMERICA, LTD.**  
**PS-500**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol, Fortran, Basic

**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Minimum I/O Ports:** 2  
**Communications Protocols:** Asynchronous  
**Price:** \$13,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** June 1982  
**Number Installed to Date:** 10 - 50  
**(See Vendor Profile Page V-26)**

**PERKINS-ELMER CORP.**  
**MODEL 7500**  
**Word Length:** 16 bit  
**Operating System:** Mfe  
**Languages Supported:** Fortran, Basic  
**Minimum Memory:** 64K bytes  
**Multiple Users:** Yes  
**Price:** \$4,400  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** 1985  
**(See Vendor Profile Page V-26)**

**PERSONAL MICRO**  
**COMPUTERS, INC.**  
**MSC-80**  
**Plug Compatibility:** Tandy TRS-80  
**Word Length:** 8 bit  
**Operating System:** TRS/DOS, DOS  
**Languages Supported:** Cobol, Fortran, Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 48K bytes  
**Multiple Users:** No  
**Minimum I/O Ports:** 3  
**Communications Protocols:** Asynchronous  
**Price:** \$650  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Return to  
**Manufacturing Facility, Third-Party**  
**Date First Installed:** 1980  
**Number Installed to Date:** 10,000-50,000  
**(See Vendor Profile Page V-26)**

**PERSONAL MICRO**  
**COMPUTERS, INC.**  
**MSC-81**  
**Plug Compatibility:** Tandy TRS-80  
**Word Length:** 8 bit  
**Operating System:** TRS/DOS, DOS+  
**Languages Supported:** Cobol, Fortran, Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 48K bytes  
**Multiple Users:** No  
**Minimum I/O Ports:** 3  
**Communications Protocols:** Asynchronous  
**Price:** \$650  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Return to  
**Manufacturing Facility, Third-Party**  
**Date First Installed:** 1981

**PHASE INFORMATION**  
**SADNESS CORP.**  
**PS800**  
**Plug Compatibility:** IBM PC

**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous, SOL/DMA  
**Price:** \$2,295  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, Western Union  
**Date First Installed:** January 1985  
**Number Installed to Date:** 100  
**(See Vendor Profile Page V-26)**

**PHASE INFORMATION**  
**SADNESS CORP.**  
**PS800**  
**Plug Compatibility:** IBM PC  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous, SOL/DMA  
**Price:** \$4,740  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, Western Union  
**Date First Installed:** January 1985

**PRODIGE DIGITAL CORP.**  
**DP SERIES 88**  
**Word Length:** 8 bit  
**Operating System:** OS/8  
**Languages Supported:** Basic, Pascal, C, Assembly  
**Minimum Memory:** 24K bytes  
**Maximum Memory:** 120K bytes  
**Multiple Users:** Yes  
**Minimum I/O Ports:** 24  
**Communications Protocols:** Synchronous, ADCCP/HDL, SOL/DMA  
**Price:** \$9,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to  
**Manufacturing Facility**  
**Date First Installed:** 1979  
**Number Installed to Date:** 500-1,000  
**(See Vendor Profile Page V-26)**

**PRODIGE MICROSYSTEMS,**  
**INC.**  
**PRODIGE MICRO SYSTEM**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** Yes  
**Minimum I/O Ports:** 4  
**Communications Protocols:** Asynchronous  
**Vendor Sales Terms:** Purchase

**Distribution:** OEM  
**Maintenance:** Return to  
**Manufacturing Facility, Third-Party**  
**Date First Installed:** December 1981  
**Number Installed to Date:** 50 - 100  
**(See Vendor Profile Page V-26)**

**PLESSEY INTERNATIONAL**  
**SYSTEMS, INC.**  
**SYSTEM 16 BY SERIES**  
**Word Length:** 16 bit  
**Operating System:** RT-1/TSK+;  
**RSX-11, Mumps, RSTSE**  
**Languages Supported:** Cobol, Fortran, Basic, Basic Plus, Basic Plus 2, RPG, APL  
**Minimum Memory:** 128K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**(See Vendor Profile Page V-27)**

**POINT 4 DATA CORP.**  
**MARK I**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Basic, Assembly  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** No  
**Minimum I/O Ports:** 3  
**Communications Protocols:** Asynchronous  
**Price:** \$2,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to  
**Manufacturing Facility, Third-Party**  
**Date First Installed:** May 1982  
**Number Installed to Date:** 50 - 100  
**(See Vendor Profile Page V-27)**

**POLO MICRO SYSTEMS, INC.**  
**POLO SYSTEM I**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous  
**Price:** \$2,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** April 1984  
**(See Vendor Profile Page V-27)**

**PRODUCT ASSOCIATES, INC.**  
**2-000**  
**Word Length:** 8 bit  
**Operating System:** CP NET;  
**Connector**  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I, C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** Yes  
**Minimum I/O Ports:** 2  
**Communications Protocols:** Asynchronous  
**Price:** \$2,995  
**Vendor Sales Terms:** Purchase



## Micros/Personal Computers

Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: August 1983

### PTITION

GT 200

Word Length: 8 bit  
Operating System: SDO6  
Languages Supported: Basic, Pascal  
Minimum Memory: 119K bytes  
Maximum Memory: 455K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols: Asynchronous  
Price: \$9,500  
Vendor Sales Terms: Purchase, Rental, Lease  
Distribution: End User, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: January 1982  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-28)

### PTITION

GT 1800

Word Length: 8 bit  
Operating System: SDO6  
Languages Supported: Basic, Pascal  
Minimum Memory: 119K bytes  
Maximum Memory: 455K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 18  
Communications Protocols: Asynchronous  
Price: \$8,500  
Vendor Sales Terms: Purchase, Rental, Lease  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: June 1983  
Number Installed to Date: 1,000 - 5,000

### PTITION

GT 80

Word Length: 8 bit  
Operating System: SDO6  
Languages Supported: Basic, Pascal  
Minimum Memory: 119K bytes  
Maximum Memory: 201K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 6  
Communications Protocols: Asynchronous  
Price: \$5,500  
Vendor Sales Terms: Purchase, Rental, Lease  
Distribution: End User, OEM  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: June 1979  
Number Installed to Date: 500 - 1,000

### PULAN ELECTRONICS CORP.

P-400

Word Length: 16 bit  
Operating System: CP/M, MS-DOS  
Languages Supported: Cobol, Fortran, Basic, Pascal

Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Communications Protocols: Asynchronous  
Price: \$2,995  
Vendor Sales Terms: Purchase, Rental, Lease  
Distribution: End User  
Maintenance: On-Site, Return to Manufacturing Facility  
Date First Installed: November 1983  
Number Installed to Date: 25  
(See Vendor Profile Page V-36)

### S & P COMPUTER SYSTEMS

GDP-360

Word Length: 8 bit  
Operating System: CP/M, MP/M  
Languages Supported: Cobol, Fortran, Basic, Pascal, C, Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols: Asynchronous  
Price: \$2,995  
Vendor Sales Terms: Purchase, Rental, Lease  
Distribution: OEM, Third-Party  
Maintenance: On-Site, Remote Diagnostics, Return to Manufacturing Facility, Third-Party  
Monthly Maintenance: \$90  
Date First Installed: January 1983  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-30)

### S & P COMPUTER SYSTEMS

GDP-400

Word Length: 8 bit  
Operating System: TURBO-DOS  
Languages Supported: Cobol, Fortran, Basic, Pascal, C, Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols: Asynchronous  
Price: \$8,200  
Vendor Sales Terms: Purchase, Rental, Lease  
Distribution: OEM, Third-Party  
Maintenance: On-Site, Remote Diagnostics, Return to Manufacturing Facility, Third-Party  
Western Union  
Monthly Maintenance: \$85  
Date First Installed: May 1984  
Number Installed to Date: 100 - 500

### S & P COMPUTER SYSTEMS

GDP-500

Word Length: 8 bit  
Operating System: CP/M, MP/M  
Languages Supported: Cobol, Fortran, Basic, Pascal, C, Assembler  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols: Asynchronous  
Price: \$1,995  
Vendor Sales Terms: Purchase, Rental, Lease  
Distribution: OEM, Third-Party

Maintenance: On-Site, Remote Diagnostics, Return to Manufacturing Facility, Third-Party, Western Union  
Monthly Maintenance: \$85  
Date First Installed: June 1984  
Number Installed to Date: 50 - 100

### SEL, INC.

QUICK II

Word Length: 8 bit  
Languages Supported: Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Communications Protocols: Asynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Return to Manufacturing Facility  
Date First Installed: 1983  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-38)

### SHAY CORP.

800

Word Length: 8 bit  
Operating System: CP/M, MP/M  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 208K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous, Synchronous  
Price: \$1,850  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: 1981  
Number Installed to Date: 500  
(See Vendor Profile Page V-40)

### SHAY CORP.

830

Word Length: 8 bit  
Operating System: CP/M, MP/M  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 208K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous, Synchronous  
Price: \$2,200  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: 1981  
Number Installed to Date: 400

### SHAY CORP.

841

Word Length: 8 bit  
Operating System: CP/M, MP/M  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 208K bytes  
Multiple I/O Ports: 4

Communications Protocols: Asynchronous, Synchronous  
Price: \$2,800  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: January 1983  
Number Installed to Date: 50

### SHAY CORP.

840

Word Length: 8 bit  
Operating System: CP/M, MP/M  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 208K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous, Synchronous  
Price: \$3,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party

### SHAY CORP.

840

Word Length: 8 bit  
Operating System: CP/M, MP/M  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 208K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous, Synchronous  
Price: \$4,995  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party

### SHAY CORP.

840

Word Length: 8 bit  
Operating System: CP/M, MP/M  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 208K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous, Synchronous  
Price: \$2,000  
Number Installed to Date: 2,000

### SHAY CORP.

840-25

Word Length: 8 bit  
Operating System: CP/M, MP/M  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 208K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous, Synchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: 1980

### SHAY CORP.

816

Word Length: 8 bit  
Operating System: CP/M, MP/M  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes

## Micros/Personal Computers

**Minimum Memory:** 208K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 4  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$6,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** September 1982  
**Number Installed to Date:** 100

**QUEST ELECTRONICS**  
**SUPER 8LP**  
**Word Length:** 8 bit  
**Operating System:** CMOS  
**Languages Supported:** Basic; Assembler  
**Minimum Memory:** 10K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 5  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** 1979  
**Number Installed to Date:** 5,000 - 10,000  
 (See Vendor Profile Page V-39)

**SABIAN CORP.**  
**MP3**  
**Word Length:** 8 bit  
**Minimum Memory:** 20K bytes  
**Maximum Memory:** 20K bytes  
**Multiple Users:** No  
**Communications Protocols:**  
 Asynchronous, Biscynchronous  
**Price:** \$4,100  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Third-Party  
**Monthly Maintenance:** \$200  
**Date First Installed:** 1982  
**Number Installed to Date:** 100 - 500  
 (See Vendor Profile Page V-38)

**SABIAN CORP.**  
**UT-8**  
**Word Length:** 8 bit  
**Minimum Memory:** 20K bytes  
**Maximum Memory:** 60K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 1  
**Communications Protocols:**  
 Asynchronous, Biscynchronous  
**Price:** \$24,200  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Third-Party  
**Monthly Maintenance:** \$275  
**Date First Installed:** 1975

**SABIAN CORP.**  
**UT-9**  
**Word Length:** 8 bit  
**Minimum Memory:** 20K bytes  
**Maximum Memory:** 60K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 1  
**Communications Protocols:**

Asynchronous, Biscynchronous  
**Price:** \$24,000  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$275  
**Date First Installed:** 1977  
**Number Installed to Date:** 50 - 100

**RANTEE CORP.**  
**8214 COLORGRAPHIC**  
**Specific Applications:** Graphics  
**Word Length:** 8 bit  
**Operating System:** UCSD P-System  
**Languages Supported:** Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 32K bytes  
**Communications Protocols:**  
 Asynchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
 (See Vendor Profile Page V-38)

**RASTER GRAPHICS, INC.**  
**RG-682**  
**Word Length:** 8 bit  
**Operating System:** CP/M 2.2  
**Languages Supported:** Cobol, Fortran, Basic, C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocols:**  
 Asynchronous, Biscynchronous  
**Price:** \$4,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** January 1983  
 (See Vendor Profile Page V-39)

**RECONSTRUCTION EQUIPMENT, INC.**  
**TARTAN**  
**Specific Applications:** Data Entry  
**Word Length:** 8 bit  
**Operating System:** Tartan, CP/M  
**Languages Supported:** Cobol, Basic, Assembler  
**Minimum Memory:** 64K bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Asynchronous, Biscynchronous, GSC/CP/M, SCS/386  
**Price:** \$50,000  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Third-Party, 24-Hour Service  
**Monthly Maintenance:** \$215  
**Date First Installed:** October 1982  
**Number Installed to Date:** 100 - 500  
 (See Vendor Profile Page V-38)

**REYNOLDS & REYNOLDS GIL**  
**REYNOLDS & REYNOLDS PC**  
**Plug Compatibility:** IBM PC  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** 1  
**Price:** \$12,800

**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Remote  
**Diagnosis:**  
**Date First Installed:** September 1983  
 (See Vendor Profile Page V-30)

**RUSCON SYSTEMS, INC.**  
**RUSCON**  
**Word Length:** 16 bit  
**Operating System:** CP/M 86  
**Languages Supported:** Cobol, Basic, Pascal, C, ASM/86  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 3  
**Communications Protocols:**  
 Asynchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** July 1982  
**Number Installed to Date:** 1,000 - 5,000  
 (See Vendor Profile Page V-39)

**SAGE COMPUTER**  
**SAGE 2**  
**Word Length:** 16/32 bit  
**Operating System:** P-System, IBM, CP/M 86, Hyper-Fort  
**Languages Supported:** Fortran, Basic, Pascal, RPG, APL, PL/I, Basic, C, C++  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 2  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$3,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** June 1983  
**Number Installed to Date:** 2,000  
 (See Vendor Profile Page V-30)

**SAGE COMPUTER**  
**SAGE 4**  
**Word Length:** 16/32 bit  
**Operating System:** P-System, IBM, CP/M 86, Hyper-Fort  
**Languages Supported:** Fortran, Basic, Pascal, RPG, APL, PL/I, Basic, C, C++  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$7,300  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** March 1983  
**Number Installed to Date:** 2,000  
 (See Vendor Profile Page V-30)

**SANTA CLARA SYSTEMS, INC.**  
**PCTERMINAL**  
**Plug Compatibility:** IBM PC

**Word Length:** 8/16 bit  
**Operating System:** MS-DOS, CP/M, UCSD P-System  
**Languages Supported:** Cobol, Basic, Pascal, C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 840K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 8  
**Communications Protocols:**  
 Ethernet, CSMA/CD  
**Price:** \$1,560  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party, GE Service  
**Date First Installed:** April 1984  
 (See Vendor Profile Page V-39)

**SANTO BUSINESS SYSTEMS CORP.**  
**MSB-686**  
**Word Length:** 16 bit  
**Languages Supported:** Cobol, Fortran, Pascal, C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 358K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$399  
**Vendor Sales Terms:** Purchase  
**Date First Installed:** November 1983  
**Number Installed to Date:** 10,000 - 50,000  
 (See Vendor Profile Page V-39)

**SANTO BUSINESS SYSTEMS CORP.**  
**MSB-1190**  
**Word Length:** 8 bit  
**Languages Supported:** Cobol, Fortran, Pascal, RPG, APL, C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$1,399  
**Vendor Sales Terms:** Purchase  
**Date First Installed:** February 1983  
**Number Installed to Date:** 10,000 - 50,000

**SANTO BUSINESS SYSTEMS CORP.**  
**MSB-1288**  
**Word Length:** 8 bit  
**Languages Supported:** Cobol, Fortran, Pascal, RPG, C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$1,399  
**Vendor Sales Terms:** Purchase  
**Date First Installed:** February 1983  
**Number Installed to Date:** 10,000 - 50,000

**SANTO BUSINESS SYSTEMS CORP.**  
**MSB-686**  
**Word Length:** 16 bit

# Micros/Personal Computers

**Languages Supported:** Cobol, Fortran, Pascal, C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 612K bytes  
**Multiple Users:** 10  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous  
**Price:** \$2,150  
**Vendor Sales Terms:** Purchase  
**Date First Installed:** February 1983  
**Number Installed:** 5,000 - 10,000

**SCIENTIFIC DATA SYSTEMS, INC.**  
**Model 400 Series**  
**Operating System:** SDS/OS  
**Languages Supported:** Basic, Assembler  
**Minimum Memory:** 32K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** 10  
**Communications Protocols:** Asynchronous  
**Price:** \$5,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Third-Party  
**Monthly Maintenance:** \$34  
**Date First Installed:** March 1979  
**Number Installed:** 500 - 1,000  
**(See Vendor Profile Page V-31)**

**SCIENTIFIC DATA SYSTEMS, INC.**  
**Model 400 Series**  
**Word Length:** 8 bit  
**Operating System:** SDS/OS  
**Languages Supported:** Cobol, Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple I/O Ports:** 10  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$6,400  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Third-Party  
**Date First Installed:** July 1982

**SCIENTIFIC MICRO SYSTEMS**  
**Model 11**  
**Plug Compatibility:** DEC LS-11  
**Word Length:** 18 bit  
**Operating System:** RT-11; Unix; RSC-11M, RSC-11M+  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, Assembler  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** 18  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** June 1979  
**Number Installed:** 2,000  
**(See Vendor Profile Page V-31)**

**SCIENTIFIC MICRO SYSTEMS**  
**Model 48**  
**Word Length:** 18 bit

**Operating System:** PMK 86, CP/M 86  
**Languages Supported:** PL/M  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 6  
**Communications Protocols:** Asynchronous  
**Price:** \$8,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** April 1982  
**Number Installed:** 100 - 500

**SCIENTIFIC MICRO SYSTEMS**  
**Model 11**  
**Plug Compatibility:** DEC LS-11  
**Word Length:** 18 bit  
**Operating System:** RT-11; Unix; RSC-11M  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, Assembler  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$6,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** August 1982  
**Number Installed:** 500

**SCIENTIFIC MICRO SYSTEMS**  
**Model 48**  
**Word Length:** 18 bit  
**Operating System:** PMK 86, CP/M 86  
**Languages Supported:** PL/M  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 1  
**Communications Protocols:** Asynchronous  
**Price:** \$5,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** 1983  
**Number Installed:** 50 - 100

**SCIENTIFIC MICRO SYSTEMS**  
**Model 100 Series**  
**Plug Compatibility:** DEC Micro PDP-11  
**Word Length:** 18 bit  
**Operating System:** RT-11; RSC-11M, RSC-11M+  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 4M bytes  
**Multiple Users:** Yes  
**Price:** \$9,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Remote Diagnostics, Third-Party  
**Date First Installed:** July 1984

**SSI SYSTEMS, INC.**  
**Model 1800 Series**  
**Word Length:** 18 bit  
**Operating System:** Unix System B

**Languages Supported:** Cobol, Fortran, Basic, Pascal, C  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$6,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Third-Party, OEM  
**Date First Installed:** January 1983  
**Number Installed:** 5  
**(See Vendor Profile Page V-31)**

**SSI SYSTEMS, INC.**  
**Model 1800 Series**  
**Word Length:** 18 bit  
**Operating System:** Unix System B  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, C  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$14,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Third-Party

**SEAL & GIL, INC.**  
**Model 300 Series**  
**Word Length:** 8 bit  
**Languages Supported:** Basic  
**Minimum Memory:** 16 bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 84  
**Communications Protocols:** Asynchronous  
**Price:** \$1,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Date First Installed:** October 1979  
**Number Installed:** 100 - 500  
**(See Vendor Profile Page V-31)**

**SEATTLE COMPUTER PRODUCTS**  
**Model 6**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, C, Fortran, Ada  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous  
**Price:** \$5,395  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** September 1982  
**Number Installed:** 100 - 500  
**(See Vendor Profile Page V-31)**

**SHARP ELECTRONICS CORP.**  
**Model 300 Series**  
**Word Length:** 8 bit  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** Yes

**Price:** \$5,495  
**Date First Installed:** May 1981  
**Number Installed:** 100 - 500  
**(See Vendor Profile Page V-31)**

**SIEMENS SYSTEMS, INC.**  
**Model 100 Series**  
**Word Length:** 8 bit  
**Languages Supported:** Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$6,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** 1979  
**Number Installed:** 50 - 100  
**(See Vendor Profile Page V-31)**

**SIEMENS SYSTEMS, INC.**  
**Model 100 Series**  
**Word Length:** 8 bit  
**Languages Supported:** Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$7,500  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** OEM  
**Date First Installed:** 1979  
**Number Installed:** 50 - 100

**SINCLAIR NATIONAL CORP.**  
**Model 100 Series**  
**Word Length:** 8 bit  
**Operating System:** CP/M 4.1; System/1  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous, ACCOPLINK, SOLINK, X.25, DTN, 3860  
**Price:** \$2,490  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** 1979  
**Number Installed:** 100 - 500  
**(See Vendor Profile Page V-31)**

**SINCLAIR NATIONAL CORP.**  
**Model 100 Series**  
**Word Length:** 8 bit  
**Operating System:** CP/M System/1, MP/M  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous, ACCOPLINK, SOLINK, X.25, DTN, 3860  
**Price:** \$2,000

## Micros/Personal Computers

**Vendor Sales Terms:** Purchase  
Directly: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: 1979  
Number Installed to Date: 100 - 500

### SINCLAIR SYSTEMS, INC.

**Model 1000**  
Word Length: 8 bit  
Operating System: CP/M, System  
Net, MP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous,  
ADCCP/MLC, SDC/ONA, X.25,  
SDLC, SDRS  
Price: \$5,999  
Vendor Sales Terms: Purchase  
Directly: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: 1979  
Number Installed to Date: 100 - 500

### SOUTHERN COMPUTER

**SYSTEMS, INC.**  
SCS-8000  
Word Length: 8/16 bit  
Operating System: CP/M, MS-DOS,  
MP/M, TURKDOOR  
Languages Supported: Cobol,  
Fortran, Basic, RPG, PL/M, Assembly  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 24  
Communications Protocols:  
Synchronous  
Price: \$15,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Monthly Maintenance: \$300  
Date First Installed: April 1980  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-32)

### SOUTHWEST TECHNICAL

**PRODUCTS CORP.**  
180  
Word Length: 8 bit  
Operating System: FLEX  
Languages Supported: Fortran, C,  
Basic, Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 54K bytes  
Multiple Users: No  
Minimum I/O Ports: 17  
Communications Protocols:  
Asynchronous  
Price: \$1,395  
Vendor Sales Terms: Purchase  
Directly: End User, Third-Party  
Maintenance: On-Site, Remote  
Diagnostics  
Date First Installed: 1980  
(See Vendor Profile Page V-32)

### SOUTHWEST TECHNICAL

**PRODUCTS CORP.**  
S-1  
Word Length: 8 bit

**Operating System:** Unix  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C, PL/I  
Minimum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Certronics Parallel  
Price: \$4,200  
Vendor Sales Terms: Purchase  
Directly: End User, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: January 1983

### SOUTHWEST TECHNICAL

**PRODUCTS CORP.**  
Word Length: 8 bit  
Operating System: Unix  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C, PL/I  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes, 12  
Minimum I/O Ports: 16  
Communications Protocols:  
Asynchronous, Certronics Parallel  
Price: \$1,800  
Vendor Sales Terms: Purchase  
Directly: End User, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility

### SOUTHWEST TECHNICAL

**PRODUCTS CORP.**  
S-12-1  
Word Length: 8 bit  
Operating System: Unix  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C, PL/I  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes, 3  
Minimum I/O Ports: 7  
Communications Protocols:  
Asynchronous, Certronics Parallel  
Price: \$6,999  
Vendor Sales Terms: Purchase  
Directly: End User, Third-Party  
Maintenance: On-Site, Remote  
Diagnostics  
Date First Installed: 1984

### SPECTRA SYSTEMS, INC.

**ATVIM**  
Word Length: 16/32 bit  
Operating System: CP/M, MS-DOS,  
Unix  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C, PL/I  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 7  
Communications Protocols:  
Asynchronous, Certronics Parallel  
Price: \$6,999  
Vendor Sales Terms: Purchase  
Directly: End User, Third-Party  
Maintenance: On-Site, Remote  
Diagnostics  
Date First Installed: 1984

### SPECTRA SYSTEMS, INC.

**ATVIM**  
Word Length: 16/32 bit  
Operating System: CP/M, MS-DOS,  
Unix  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C, PL/I  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 7  
Communications Protocols:  
Asynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Directly: End User, Third-Party  
Maintenance: On-Site, Remote  
Diagnostics  
Date First Installed: 1984  
(See Vendor Profile Page V-32)

### SPECTRA SYSTEMS, INC.

**ASPIRE**  
Word Length: 16 bit  
Operating System: DEC LS-11/73

**Word Length:** 16 bit  
Operating System: RT-11; TSS;  
RSTIME; RSC-11M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 256K bytes  
Maximum Memory: 64K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$14,000  
Vendor Sales Terms: Purchase  
Directly: OEM, Third-Party  
Maintenance: Third-Party, Western  
Union  
Monthly Maintenance: \$185  
Date First Installed: July 1984

### SPECTRA SYSTEMS, INC.

**SPECTRA 120**  
Word Length: 16 bit  
Operating System: DEC LS-11  
Word Length: 16 bit  
Operating System: RT-11; RSTIME;  
TSS; RSC-11M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 256K bytes  
Maximum Memory: 64K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 7  
Communications Protocols:  
Asynchronous  
Price: \$12,000  
Vendor Sales Terms: Purchase  
Directly: OEM, Third-Party  
Maintenance: Third-Party, Western  
Union

### SPECTRA SYSTEMS, INC.

**YDSK-1**  
Word Length: 16 bit  
Operating System: DEC PDP-11  
Operating System: RT-11; CTS-  
300; RSC-11; RSTIME  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C, C++  
Minimum Memory: 256K bytes  
Maximum Memory: 64K bytes  
Multiple Users: Yes  
Communications Protocols:  
SDLC/ONA, X.25, LSLC, Decnet,  
Ethernet  
Maintenance: Third-Party, Western  
Union

### SPECTRA SYSTEMS, INC.

**YDSK-1**  
Word Length: 16 bit  
Operating System: DEC PDP-11  
Operating System: RT-11; CTS-  
300; RSC-11; RSTIME  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C, C++  
Minimum Memory: 256K bytes  
Maximum Memory: 64K bytes  
Multiple Users: Yes  
Communications Protocols:  
SDLC/ONA, X.25, LSLC, Decnet,  
Ethernet  
Maintenance: Third-Party, Western  
Union

### SPECTRA SYSTEMS, INC.

**SPERRY GSP**  
**SPERRY PERSONAL COMPUTER**  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Minimum I/O Ports: 7  
Communications Protocols:  
Asynchronous  
Price: \$1,000  
Vendor Sales Terms: Purchase  
Directly: OEM  
Distribution: OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility  
(See Vendor Profile Page V-32)

### STEARN COMPUTER

**SYSTEMS CORP.**  
**STEARNS DESKTOP COMPUTER**  
Word Length: 16 bit

**Operating System:** MS-DOS, CPM,  
STC008  
Languages Supported: Cobol,  
Fortran, Basic, Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 800K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$2,895  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: 1983  
(See Vendor Profile Page V-32)

### STEIN ELECTRONICS

**87M PC**  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$2,499  
Vendor Sales Terms: Purchase  
Maintenance: Third-Party, Xerox  
Date First Installed: June 1984  
Number Installed to Date: 1 - 10  
(See Vendor Profile Page V-32)

### STRATISYS SYSTEMS

**THE TRAVELER S-1**  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Minimum I/O Ports: 2  
Communications Protocols:  
Synchronous  
Price: \$3,495  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site  
Date First Installed: December 1983  
(See Vendor Profile Page V-32)

### STRATISYS SYSTEMS

**THE TRAVELER S-1**  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Minimum I/O Ports: 2  
Communications Protocols:  
Synchronous  
Price: \$3,495  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site  
Date First Installed: December 1983  
(See Vendor Profile Page V-32)

### STRATISYS SYSTEMS

**STRATISYS INTERNATIONAL**  
**STRATISYS INTERNATIONAL**  
Special Applications Industrial  
Control  
Word Length: 8 bit  
Languages Supported: Assembly  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 5  
Communications Protocols:  
Asynchronous  
Price: \$1,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility  
(See Vendor Profile Page V-32)

### TAN PRODUCTS CO.

**160**  
Word Length: 16 bit  
Operating System: CP/M 86  
Languages Supported: Cobol,



## Micros/Personal Computers

### Basic: Pascal C

Minimum Memory: 64K bytes  
Multiple Users: No  
Minimum I/O Ports: 3  
Communications Protocols:  
Asynchronous, Synchronous, 3740  
Price: \$5,000  
Vendor Sales Terms: Purchase,  
Retail, Lease  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party  
Date First Installed: January 1983  
(See Vendor Profile Page V-39)

### TAK INFORMATION, INC.

IMPLEMENTATION TECH  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Assembly  
Minimum Memory: 65K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous, Synchronous,  
SCL/CNA  
Price: \$5,500  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to  
Manufacturing Facility  
(See Vendor Profile Page V-39)

### TAK AUTOMATION, INC.

Word Length: 32 bit  
Languages Supported: Fort  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Communications Protocols: X.25  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site

### TAMBY CORP.

TRS-80 II  
Word Length: 8 bit  
Operating System: TRS/DOS, CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C, Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Minimum I/O Ports: 3  
Communications Protocols:  
Asynchronous  
Price: \$2,750  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: 1983  
(See Vendor Profile Page V-39)

### TAMBY CORP.

TRS-80 II 16  
Word Length: 16 bit  
Operating System: TRS-Nye  
Languages Supported: Cobol,  
Fortran, Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 6  
Communications Protocols:  
Asynchronous  
Price: \$3,999

### Vendor Sales Terms: Purchase, Lease

Distribution: End User, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Monthly Maintenance: \$80  
Date First Installed: 1982

### TAMBY CORP.

TRS-80 COLOR COMPUTER 2  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic  
Minimum Memory: 18K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Minimum I/O Ports: 3  
Communications Protocols:  
Asynchronous  
Price: \$159  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: 1983

### TAMBY CORP.

TRS-80 MODEL 2000  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 768K bytes  
Multiple Users: No  
Minimum I/O Ports: 4  
Price: \$2,750  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: December 1983

### TAMBY CORP.

TRIS-80 MICRO 4  
Word Length: 8 bit  
Operating System: TRS/DOS,  
CP/M, LOGOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$1,800  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: 1983

### TAMBY CORP.

TRIS-80 OUTLINE  
Word Length: 8 bit  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Minimum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$15,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: September,  
1977

### Member Installed to Date: 100 - 950

(See Vendor Profile Page V-33)

### TANIELL ELECTRONICS

DUPLEX 818  
Word Length: 16 bit  
Operating System: CP/M 86  
Languages Supported: Basic, PL/I,  
C  
Minimum Memory: 64K bytes  
Multiple Users: Yes  
Price: \$1,350  
Vendor Sales Terms: Purchase  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: May 1984  
Member Installed to Date: 10  
(See Vendor Profile Page V-34)

### TANIELL ELECTRONICS

ESQUE 8  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Basic  
Minimum Memory: 48K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 8  
Price: \$2,333  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: 1980  
Member Installed to Date: 100 - 500

### TAMM CORP.

TAMM PC  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS, CP/M,  
Xenix  
Languages Supported: Cobol,  
Fortran, Basic, Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous,  
SCL/CNA  
Price: \$1,995  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: September  
1983  
Member Installed to Date: 5,000 -  
10,000  
(See Vendor Profile Page V-34)

### TECHMAN, INC.

TEC 80  
Word Length: 16 bit  
Operating System: CP/M 86, MP/M,  
86, MS-DOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C, Fortran 2  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Minimum I/O Ports: 5  
Communications Protocols:  
Asynchronous  
Price: \$4,390  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: 1979  
(See Vendor Profile Page V-34)

### TECHMAN, INC.

TEC 88M  
Word Length: 16 bit  
Operating System: CP/M 86, MP/M,  
86, MS-DOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Fortran 2  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 7  
Communications Protocols:  
Asynchronous  
Price: \$2,395  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: 1979

### TECHMAN, INC.

TEC 88M  
Word Length: 16 bit  
Operating System: CP/M 86, MP/M,  
86, MS-DOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C, Fortran 2  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 7  
Communications Protocols:  
Asynchronous  
Price: \$12,990  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: 1979

### TECHMAN, INC.

TEC 88M  
Word Length: 16 bit  
Operating System: CP/M 86, MP/M,  
86, MS-DOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C, Fortran 2  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Minimum I/O Ports: 5  
Communications Protocols:  
Asynchronous  
Price: \$11,990  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: September  
1983  
Member Installed to Date: 5,000 -  
10,000  
(See Vendor Profile Page V-34)

### TECHMAN, INC.

TEC 140  
Word Length: 8 bit  
Operating System: CP/M 80  
Languages Supported: Fortran,  
Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Minimum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$7,845  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: September  
1979

## Micros/Personal Computers

### TECHNIA, INC.

TBC VI  
Word Length: 8 bit  
Operating System: CP/M 80  
Languages Supported: Fortran;  
Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$7,645  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: September  
1979

### TECHNOR, INC.

4081  
Specific Applications: Data Analysis  
Word Length: 8 bit  
Operating System: CP/M 80  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 320K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$5,350  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: December 1979  
Number Installed to Date: 10,000 -  
52,000  
(See Vendor Profile Page V-34)

### TECHNOR, INC.

4083A  
Word Length: 16 bit  
Languages Supported: Basic  
Minimum Memory: 32K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 12  
Communications Protocols:  
Asynchronous  
Price: \$9,500  
Vendor Sales Terms: Purchase,  
Rent  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: July 1979  
Number Installed to Date: 500 -  
1,000

### TECHNOR, INC.

4084A  
Word Length: 8 bit  
Languages Supported: Basic  
Minimum Memory: 32K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 12  
Communications Protocols:  
Asynchronous  
Price: \$14,950  
Vendor Sales Terms: Purchase,  
Rent  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: July 1979

### TECHNOR, INC.

4112A  
Specific Applications: CAD/CAM  
Word Length: 16 bit  
Operating System: CP/M 80  
Languages Supported: Fortran;  
Assembler  
Minimum Memory: 32K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$5,300  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: May 1981

### TECHNOR, INC.

4112A  
Specific Applications: CAD/CAM  
Word Length: 16 bit  
Operating System: CP/M 80  
Languages Supported: Basic  
Minimum Memory: 32K bytes  
Maximum Memory: 800K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$11,500  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: May 1981

### TECHNOR, INC.

4114A  
Specific Applications: CAD/CAM  
Word Length: 16 bit  
Operating System: CP/M 80  
Languages Supported: Basic  
Minimum Memory: 32K bytes  
Maximum Memory: 800K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$17,800  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Remote Diagnostic,  
Third-Party  
Monthly Maintenance: \$75  
Date First Installed: September  
1980  
Number Installed to Date: 500 -  
1,000

### TELETYPE, INC.

M20  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 32  
Communications Protocols:  
Asynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
(See Vendor Profile Page V-34)

### TELETYPE, INC.

SLM  
Word Length: 8 bit

### TELETYPE, INC.

Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$2,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party

### TELETYPE, INC.

TEL-169  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous  
Price: \$3,300  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party

### TELETYPE, INC.

TEL-169B  
Word Length: 16 bit  
Operating System: CP/M; MS-DOS  
Languages Supported: Basic;  
Pascal  
Minimum Memory: 300K bytes  
Maximum Memory: 2.5M bytes  
Multiple Users: No  
Maximum I/O Ports: 32  
Communications Protocols:  
Asynchronous  
Price: \$5,500  
Vendor Sales Terms: Purchase,  
Rent  
Distribution: End User, OEM, Third-Party  
Maintenance: Remote Diagnostic,  
Third-Party  
Monthly Maintenance: \$75  
Date First Installed: September  
1980  
Number Installed to Date: 500 -  
1,000

### TELETYPE, INC.

TELETYPE COMPUTER  
PRODUCTS, INC.  
TELETYPE  
Specific Applications:  
Communications Processing  
Word Length: 32 bit  
Languages Supported: Fortran  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 32  
Communications Protocols:  
Asynchronous, Synchronous,  
ADDPHOLC, SDC/SDA  
Price: \$17,100  
Vendor Sales Terms: Purchase,  
Rent, Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$1,200  
Date First Installed: April 1981  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-34)

### TELETYPE SYSTEMS, INC.

PIG WORKSTATION  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; API; PL/I; C  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Price: \$2,495  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: May 1984  
(See Vendor Profile Page V-34)

### TELETYPE SYSTEMS, INC.

TS-803  
Word Length: 8 bit  
Operating System: CP/M 3.2  
Languages Supported: Cobol;  
Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous, SDC/SDA  
Price: \$3,995  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party  
Date First Installed: November 1983  
Number Installed to Date: 5,000 -  
10,000

### TERADATA SYSTEMS CORP.

SMART  
Specific Applications: Network  
Management  
Word Length: 16 bit  
Operating System: C/OS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal, PL/M98  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 12  
Communications Protocols:  
Synchronous, SDC/SDA, X.25,  
270/2180  
Price: \$75,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Monthly Maintenance: \$240  
Date First Installed to Date: 10 - 50  
(See Vendor Profile Page V-34)

### TEXAS INSTRUMENTS, INC.

TI PROFESSIONAL  
Word Length: 16 bit  
Operating System: UCSD P-  
System; CP/M 86; MS-DOS;  
Concurrent CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 784K bytes  
Multiple Users: No  
Maximum I/O Ports: 12  
Communications Protocols:  
Asynchronous, SDC/SDA, TTY  
Price: \$2,200  
Vendor Sales Terms: Purchase  
Distribution: Third-Party

## Micros/Personal Computers

### Information: On-Site

Date First Installed: 1983  
(See Vendor Profile Page V-36)

### THOUGHTWORKS, INC.

TS-600  
Word Length: 8 bit  
Operating System: TURBOGOODS, CP/M  
Languages Supported: Cobol, Fortran, Basic, Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous  
Price: \$5,375

Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Monthly Maintenance: \$100  
Date First Installed: 1979  
Number Installed to Date: 100  
(See Vendor Profile Page V-36)

### YOSHIDA AMERICA, INC.

PL-306  
Processing: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS, CP/M  
Languages Supported: Cobol, Fortran, Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Communications Protocols: Asynchronous, Synchronous  
Price: \$2,200  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: May 1983  
Number Installed to Date: 5,000 -  
10,000  
(See Vendor Profile Page V-36)

### TRANSMATE CORP.

T-4001  
Specific Application: Industrial Control  
Word Length: 8 bit  
Minimum Memory: 2K bytes  
Maximum Memory: 24K bytes  
Multiple Users: No  
Communications Protocols: Asynchronous  
Price: \$199  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to  
Manufacturing Facility  
Monthly Maintenance: \$95  
Number Installed to Date: 2,500  
(See Vendor Profile Page V-36)

### INFORMATION SYSTEMS, INC.

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol, Fortran, Basic, Pascal, P/L  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes

### Multiple Users: No

Maximum I/O Ports: 3  
Communications Protocols: Asynchronous  
Price: \$7,595  
Vendor Sales Terms: Purchase, Lease  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party, Honeywell  
Monthly Maintenance: \$75  
Date First Installed: 1981  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-36)

### INFORMATION SYSTEMS, INC.

SCRO BRILLE 2400  
Specific Application: Braille  
Word Length: 8 bit  
Minimum Memory: 128K bytes  
Maximum Memory: 32K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols: Asynchronous  
Price: \$4,800  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Monthly Maintenance: \$25  
Date First Installed: January 1983  
Number Installed to Date: 10 - 50

### INFORMATION SYSTEMS, INC.

Specific Application: Data Entry  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol, Fortran, Basic, Pascal, P/L  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols: Asynchronous  
Price: \$7,410  
Vendor Sales Terms: Purchase, Lease  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party, Honeywell  
Monthly Maintenance: \$75  
Date First Installed: January 1983  
Number Installed to Date: 1 - 10

### THE ULTIMATE CORP.

Word Length: 16 bit  
Operating System: CP/M  
Languages Supported: Basic, Pascal, Procedural English  
Minimum Memory: 256K bytes  
Maximum Memory: 144 bytes  
Multiple Users: No  
Maximum I/O Ports: 32  
Communications Protocols: Asynchronous  
Price: \$45,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Third-Party, Honeywell Field Service

### Monthly Maintenance: \$300

Date First Installed: May 1984  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-36)

### THE ULTIMATE CORP.

ULTIMATE 1985  
Word Length: 16 bit  
Operating System: PkT  
Languages Supported: Basic, Pascal, Procedural English  
Minimum Memory: 256K bytes  
Maximum Memory: 612K bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous  
Price: \$30,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Remote Diagnostic, Return to Manufacturing Facility  
Monthly Maintenance: \$90  
Date First Installed: June 1984

### THE ULTIMATE CORP.

ULTIMATE 2000  
Word Length: 16 bit  
Operating System: PkT  
Languages Supported: Basic, Pascal, Procedural English  
Minimum Memory: 512K bytes  
Maximum Memory: 144 bytes  
Maximum I/O Ports: 32  
Communications Protocols: Asynchronous  
Price: \$49,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party, Honeywell  
Monthly Maintenance: \$300  
Date First Installed: May 1984  
Number Installed to Date: 10 - 50

### UNISYS, INC.

DRIVE PUL  
Word Length: 8 bit  
Languages Supported: RTS  
Minimum Memory: 19K bytes  
Maximum Memory: 18K bytes  
Multiple Users: No  
Maximum I/O Ports: 64  
Communications Protocols: Asynchronous  
Price: \$8,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote Diagnostic, Third-Party  
Date First Installed: February 1984  
Number Installed to Date: 150 - 500  
(See Vendor Profile Page V-36)

### UNISYS, INC.

SYSTEM 8  
Word Length: 12 bit  
Operating System: Proprietary  
Languages Supported: RTS  
Minimum Memory: 8K bytes  
Maximum Memory: 32K bytes  
Multiple Users: No  
Maximum I/O Ports: 8  
Communications Protocols: Asynchronous  
Price: \$17,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote Diagnostic, Return to

### Manufacturing Facility, Third-Party

Date First Installed: 1975  
Number Installed to Date: 50 - 100

### UNISYS, INC.

SYSTEM 8  
Word Length: 12 bit  
Operating System: Proprietary  
Languages Supported: Unibus  
Minimum Memory: 8K bytes  
Maximum Memory: 32K bytes  
Multiple Users: No  
Maximum I/O Ports: 8  
Communications Protocols: Asynchronous  
Price: \$18,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote Diagnostic, Return to  
Manufacturing Facility, Third-Party  
Date First Installed: 1975  
Number Installed to Date: 5,000 -  
10,000

### UNISYS, INC.

SYSTEM 8  
Word Length: 12 bit  
Languages Supported: RTS  
Minimum Memory: 4K bytes  
Maximum Memory: 32K bytes  
Multiple Users: No  
Maximum I/O Ports: 16  
Communications Protocols: Asynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party  
Date First Installed: 1981  
Number Installed to Date: 250

### UNITED TECHNOLOGIES

CONSERV  
TS-4100  
Specific Application: Cost Accounting  
Word Length: 8 bit  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols: Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: 1979  
Number Installed to Date: 1,250  
(See Vendor Profile Page V-36)

### UNIVERT

COMPACT 6416  
Specific Application: Typewriting  
Word Length: 8 bit  
Minimum Memory: 80K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 2 -  
Communications Protocols: Asynchronous  
Price: \$14,995  
Vendor Sales Terms: Purchase, Rental, Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$149  
Date First Installed: August 1981

## Micros/Personal Computers

Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-36)

**VECTRYPER**  
COMPACT 8818  
Specific Application: Typesetting  
Word Length: 8 bit  
Minimum Memory: 80K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$17,995  
Vendor Sales Terms: Purchase,  
Rent, Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$192  
Date First Installed: October 1978  
Number Installed to Date: 1,000 - 5,000

**VECTRYPER**  
COMPACT 8866  
Specific Application: Typesetting  
Word Length: 8 bit  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$25,995  
Vendor Sales Terms: Purchase,  
Rent, Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$235  
Date First Installed: May 1985  
Number Installed to Date: 100 - 500

**VECTRYPER**  
COMPACT 8869  
Specific Application: Typesetting  
Word Length: 8 bit  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$27,990  
Vendor Sales Terms: Purchase,  
Rent, Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$273  
Date First Installed: July 1982  
Number Installed to Date: 500 - 1,000

**VECTOR GRAPHIC, INC.**  
4168  
Word Length: 8 bit  
Operating System: CP/M 86  
Languages Supported: Cobol,  
Fortran, Basic, Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous  
Price: \$4,750  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: 1982

Number Installed to Date: 500 - 1,000  
(See Vendor Profile Page V-36)

**VECTOR GRAPHIC, INC.**  
4170  
Word Length: 8 bit  
Operating System: CP/M, CP/M 86  
Languages Supported: Cobol,  
Fortran, Basic, Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous  
Price: \$4,995  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: September 1985  
Number Installed to Date: 1,253

**VECTOR GRAPHIC, INC.**  
4168  
Word Length: 8 bit  
Operating System: CP/M, CP/M 86  
Languages Supported: Cobol,  
Fortran, Basic, Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous  
Price: \$5,795  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: July 1981

**VECTOR GRAPHIC, INC.**  
3184  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$8,090  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: July 1981

**VECTOR GRAPHIC, INC.**  
5081E  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$7,350  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party  
Date First Installed: May 1981  
Number Installed to Date: 1,100

Date First Installed: January 1982  
Number Installed to Date: 500 - 1,000

**VECTOR GRAPHIC, INC.**  
3032  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$12,795  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: August 1981

**VECTOR GRAPHIC, INC.**  
3198  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$5,795  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: July 1981

**VECTOR GRAPHIC, INC.**  
3184  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$8,090  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: July 1981

**VECTOR GRAPHIC, INC.**  
5081E  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$7,350  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party  
Date First Installed: May 1981  
Number Installed to Date: 1,100

**VECTOR GRAPHIC, INC.**  
8016E  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$5,150  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Date First Installed: January 1983

**VECTOR GRAPHIC, INC.**  
8016E  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$11,500  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: February 1982  
Number Installed to Date: 307

**VICOM SYSTEMS, INC.**  
VICOM  
Word Length: 16 bit  
Operating System: VERSADOS  
Languages Supported: Fortran,  
Pascal, Assembly  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, DMA  
Price: \$35,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site  
Date First Installed: June 1981  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-36)

**VICTOR TECHNOLOGIES, INC.**  
VICTOR 1000  
Word Length: 8 bit  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 128K bytes  
Maximum Memory: 560K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Berytronics, X.25  
Price: \$9,495  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: January 1982  
Number Installed to Date: 80,000  
(See Vendor Profile Page V-36)

**VIRUS LABORATORIES, INC.**  
VIRUS PRO PERSONAL  
COMPUTER  
Word Length: 16 bit

## Micros/Personal Computers

**Operating System:** CP/M; MS-DOS  
**Language Supported:** Cobol  
**Fortran:** Basic, Pascal, PL/I, C, Assembler  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 768K bytes  
**Multiple Users:** Yes  
**Minimum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Synchronous, XMODEM, B, X.25, X.28, X.31, X.32  
**Price:** \$2,445  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Date First Installed:** November 1983  
**Number Installed to Date:** 50,000 - 100,000  
*(See Vendor Profile Page V-38)*

**WESTERN TELECOMPUTING CORP.**  
**ICS SATELLITE**  
**Specific Application:** Data Acquisition  
**Word Length:** 8 bit  
**Minimum Memory:** 192K bytes  
**Maximum Memory:** 544K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous  
**Price:** \$2,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Return to Manufacturing Facility  
**Date First Installed:** August 1983  
*(See Vendor Profile Page V-37)*

**WESTERN TELECOMPUTING CORP.**  
**ICS 860**  
**Specific Application:** Air Pollution Monitoring  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Language Supported:** Custom  
**ICS**  
**Minimum Memory:** 192K bytes  
**Maximum Memory:** 528K bytes  
**Multiple Users:** Yes  
**Minimum I/O Ports:** 256  
**Communications Protocols:** Asynchronous  
**Price:** \$6,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Third-Party  
**Date First Installed:** 1975  
**Number Installed to Date:** 8,000

**WILLIAMS COMPUTER PRODUCTS**  
**SPICOM 1248**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Language Supported:** Cobol, Fortran, Basic, Pascal, Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 400K bytes  
**Multiple Users:** No  
**Minimum I/O Ports:** 4  
**Price:** \$995  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party

**Date First Installed:** September 1981  
**Number Installed to Date:** 50 - 100  
*(See Vendor Profile Page V-37)*  
**WILLIAMS COMPUTER PRODUCTS**  
**SPICOM 1250**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Language Supported:** Cobol, Fortran, Basic, Pascal, Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 800K bytes  
**Multiple Users:** No  
**Minimum I/O Ports:** 4  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** September 1981  
**Number Installed to Date:** 50 - 100

**WILLIAMS COMPUTER PRODUCTS**  
**SPICOM 2248**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Language Supported:** Cobol, Fortran, Basic, Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 800K bytes  
**Multiple Users:** No  
**Minimum I/O Ports:** 4  
**Price:** \$1,185  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** September 1981  
**Number Installed to Date:** 50 - 100

**WILLIAMS COMPUTER PRODUCTS**  
**SPICOM 2250**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Language Supported:** Cobol, Fortran, Basic, Pascal, Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1.3M bytes  
**Multiple Users:** No  
**Minimum I/O Ports:** 4  
**Price:** \$1,265  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** September 1981

**XEROX CORP.**  
**820-4**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Language Supported:** Cobol, Fortran, Basic, Pascal, Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous, 3780  
**Price:** \$2,395  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Return to

**Manufacturing Facility**  
**Date First Installed:** July 1982  
*(See Vendor Profile Page V-37)*  
**YVONNE, INC.**  
**3441-488**  
**Word Length:** 8 bit  
**Language Supported:** Basic  
**Minimum Memory:** 18K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Minimum I/O Ports:** 1  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$4,250  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** November 1982  
*(See Vendor Profile Page V-37)*

**ZAX CORP.**  
**THE BOX**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Language Supported:** Basic, Pascal, C, Fortran, PL/I  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 812K bytes  
**Multiple Users:** Yes  
**Minimum I/O Ports:** 16  
**Communications Protocols:** Asynchronous  
**Price:** \$5,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party  
**Date First Installed:** December 1981  
**Number Installed to Date:** 600  
*(See Vendor Profile Page V-37)*

**ZAX CORP.**  
**THE BOX II**  
**Word Length:** 16 bit  
**Operating System:** CP/M 86, MS-DOS  
**Language Supported:** C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 812K bytes  
**Multiple Users:** Yes  
**Minimum I/O Ports:** 16  
**Communications Protocols:** Asynchronous  
**Price:** \$7,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** March 1983

**ZAX CORP.**  
**THE BOX III**  
**Word Length:** 32 bit  
**Operating System:** CP/M, Unix  
**Language Supported:** Cobol, Fortran, Basic, Pascal, C, Fortran, PL/I  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 812K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous  
**Price:** \$7,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Third-Party  
**Date First Installed:** October 1983

**ZENITH CORP.**  
**MODEL 80/108**  
**Word Length:** 8 bit  
**Operating System:** CP/M 80, IBM 2  
**Language Supported:** Cobol, Fortran, Basic, Pascal, C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$8,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** March 1981  
**Number Installed to Date:** 125  
*(See Vendor Profile Page V-37)*

**ZENITH CORP.**  
**MODEL 80/108**  
**Specific Application:** Process Control  
**Word Length:** 16 bit  
**Operating System:** CP/M 86  
**Language Supported:** Cobol, Fortran, Basic, Pascal, C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$8,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** June 1981  
**Number Installed to Date:** 50 - 100

**ZENITH CORP.**  
**MODEL 80/108 MAX**  
**Specific Application:** Process Control  
**Plug Compatibility:** Intel 86/200 Series  
**Word Length:** 16 bit  
**Operating System:** RMK 86  
**Language Supported:** Fortran, Pascal, C, PL/I  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$1,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** January 1982  
**Number Installed to Date:** 10 - 50

**ZENITH CORP.**  
**MODEL 80/108**  
**Word Length:** 16 bit  
**Operating System:** CP/M 86  
**Language Supported:** Cobol, Fortran, Basic, Pascal, C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$10,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Return to

## Micros/Personal Computers • Supermicros

**Manufacturing Facility**  
Date First Installed: March 1982  
Number Installed to Date: 15

### ZENITH CORP.

**MODEL 536**  
Word Length: 8 bit  
Operating System: CP/M 86  
Languages Supported: Cobol  
Format: Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous, Synchronous  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to  
Manufacturing Facility

### ZENITH CORP.

**MODEL 536**  
Specific Application: Process  
Control  
Word Length: 16 bit  
Operating System: CP/M 86  
Languages Supported: Cobol  
Format: Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 84K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$8,995  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to  
Manufacturing Facility

### ZENITH DATA SYSTEMS

**Z108**  
Word Length: 8/16 bit  
Operating System: CP/M; ZDOS  
Languages Supported: Cobol  
Format: Basic, Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Multiple I/O Ports: 3  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$5,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party

**Maintenance: Third-Party**  
Date First Installed: September  
1982  
Number Installed to Date: 10,000  
\$0.00  
(See Vendor Profile Page V-37)

### ZENITH DATA SYSTEMS

**ZP-161-81**  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol  
Format: Basic, Pascal  
Minimum Memory: 320K bytes  
Maximum Memory: 720K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$2,195  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: February 1984

### ZENITH DATA SYSTEMS

**ZP-161-82**  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol  
Format: Basic, Pascal  
Minimum Memory: 320K bytes  
Maximum Memory: 720K bytes  
Multiple Users: Yes  
Multiple I/O Ports: 4  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$2,700  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: July 1984

### ZENITH DATA SYSTEMS

**ZW-161-82**  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol  
Format: Basic, Pascal  
Minimum Memory: 320K bytes  
Maximum Memory: 720K bytes  
Multiple Users: Yes  
Multiple I/O Ports: 4

**Communications Protocols:**  
Asynchronous, Synchronous  
Price: \$4,995  
Vendor Sales Terms: Purchase  
Maintenance: Third-Party  
Date First Installed: February 1984

### ZENITH CORP.

**SENER 5008**  
Word Length: 16 bit  
Operating System: Zark  
Languages Supported: Cobol  
Format: Basic, Pascal, C  
Minimum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 2  
Communications Protocols:  
SOL/CNA  
Price: \$5,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: April 1983  
(See Vendor Profile Page V-36)

### ZENITH CORP.

**SENER 5008**  
Word Length: 16 bit  
Operating System: Zark  
Languages Supported: Cobol  
Format: Basic, Pascal, C  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
SOL/CNA  
Price: \$11,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: July 1984

### ZONIC CORP.

**ZONIC 8881**  
Word Length: 8 bit  
Operating System: CDO8  
Languages Supported: Cobol  
Format: Basic, Pascal, C  
Minimum Memory: 512K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 3

**Communications Protocols: DMA**  
Price: \$20,000  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: 1981  
Number Installed to Date: 500  
1,000  
(See Vendor Profile Page V-38)

### ZONIC CORP.

**ZONIC 6008**  
Word Length: 8/16 bit  
Operating System: CP/M  
Languages Supported: Fortran,  
Basic, Assembly  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$25,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Remote  
Diagnostics, Return to  
Manufacturing Facility  
Date First Installed: February 1984  
Number Installed to Date: 10 - 50

### ZYBROD, INC.

**ZYM 3308**  
Specific Application: Process  
Control  
Word Length: 8 bit  
Operating System: Proprietary  
Languages Supported: PL/M  
Assembly  
Minimum Memory: 8K bytes  
Maximum Memory: 64K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Remote Diagnostic,  
Return to Manufacturing Facility  
Date First Installed: August 1984  
(See Vendor Profile Page V-36)

## Supermicros

**APPLE COMPUTER, INC.**  
**LIISA 2**  
Word Length: 32 bit  
Operating System: Lisa  
Languages Supported: Cobol,  
Basic, Pascal  
Minimum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 6  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$3,495  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party

**Maintenance: Third-Party, RCA**  
Date First Installed: 1983  
(See Vendor Profile Page V-3)  
**APPLE COMPUTER, INC.**  
**SACCHION**  
Word Length: 32 bit  
Operating System: MAC  
Languages Supported: Basic,  
Pascal, Logo, Assembly  
Minimum Memory: 128K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 6

**Communications Protocols:**  
SOL/CNA  
Price: \$2,495  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Third-Party, RCA  
Date First Installed: January 1984  
**AT&T INFORMATION**  
**SYSTEMS, INC.**  
**380/260**  
Word Length: 32 bit  
Operating System: Unix System V  
Minimum Memory: 512K bytes

**Minimum Memory: 2M bytes**  
**Multiple Users: Yes**  
**Maximum I/O Ports: 4**  
**Price: \$9,950**  
**Distribution: End User, Third-Party**  
**Return to Manufacturing Facility**  
**Date First Installed: August 1984**  
**(See Vendor Profile Page V-4)**  
**AT&T CORP.**  
**AT&T 3000**  
**Specific Application: Graphics**  
**Word Length: 16 bit**  
**Operating System: CP/M 86**  
**Languages Supported: Fortran**

**Pascal C**  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Price: \$7,500  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site, Third-Party  
Date First Installed: 1984  
(See Vendor Profile Page V-6)

## **GALLAN DATA SYSTEMS, INC.** UNITAR 100

Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C, Ada  
Minimum Memory: 256K bytes  
Maximum Memory: 2M bytes  
Multiple I/O Ports: 2  
Communications Protocols:  
Asynchronous, Synchronous, X.25,  
Ethernet  
Price: \$9,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: July 1983  
(See Vendor Profile Page V-5)

## **GALLAN DATA SYSTEMS, INC.** UNITAR 300

Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C, Ada  
Minimum Memory: 512K bytes  
Maximum Memory: 2M bytes  
Multiple I/O Ports: 4  
Communications Protocols:  
Asynchronous, Synchronous, X.25,  
Ethernet  
Price: \$13,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Third-Party, ITT  
Courier  
Monthly Maintenance: \$110  
Date First Installed: March 1983  
Number Installed to Date: 1,000  
5,000

## **GALLAN DATA SYSTEMS, INC.** UNITAR 300

Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C, Ada  
Minimum Memory: 512K bytes  
Maximum Memory: 2M bytes  
Multiple I/O Ports: 4  
Communications Protocols:  
Asynchronous, Synchronous, X.25,  
Ethernet  
Price: \$16,895  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Third-Party, ITT  
Courier

## **CARNEY SYSTEMS** PASS-410

Specific Application: Security

Word Length: 16 bit  
Minimum Memory: 512K bytes  
Maximum Memory: 4M bytes  
Communications Protocols:  
Synchronous  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: On-Site, Remote  
Diagnosis  
(See Vendor Profile Page V-9)

## **CARNEY SYSTEMS** PASS-2100

Specific Application: Security  
Word Length: 6 bit  
Minimum Memory: 512K bytes  
Maximum Memory: 4M bytes  
Multiple Users: 10  
Communications Protocols:  
Synchronous  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: On-Site, Remote  
Diagnosis

## **CHARLES RIVER DATA** SYSTEMS, INC. UNIVERSAL 80

Word Length: 32 bit  
Operating System: UNICS, Unix,  
System V  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: 64  
Communications Protocols:  
Asynchronous, Synchronous,  
ADDCPHOLC, SOLC/SHA, X.25  
Price: \$9,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Remote Diagnosis,  
Return to Manufacturing Facility,  
Third-Party  
Monthly Maintenance: \$200  
Date First Installed: October 1981  
Number Installed to Date: 1,000 -  
5,000 +  
(See Vendor Profile Page V-8)

## **CHARLES RIVER DATA** SYSTEMS, INC. UNIVERSAL 200

Word Length: 32 bit  
Operating System: UNICS, Unix,  
System V  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 512K bytes  
Maximum Memory: 2M bytes  
Multiple Users: 16  
Communications Protocols:  
Asynchronous  
Price: \$14,900  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote  
Diagnosis, Return to  
Manufacturing Facility, Third-Party  
Date First Installed: 1984  
Number Installed to Date: Under 10

## **CHESAM CORP.** DEKTRON 6-4

Word Length: 16 bit  
Languages Supported: Cobol,

Fortran, Pascal, C  
Minimum Memory: 500K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$10,895  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: November 1983  
(See Vendor Profile Page V-7)

## **CONTEL GARG COMPUTER** SYSTEMS TOSIR A75-37

Word Length: 16 bit  
Operating System: IBM/OS  
Languages Supported: Cobol  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$25,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: 1983  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-4)

## **CONTEL GARG COMPUTER** SYSTEMS TOSIR A75-44

Word Length: 16 bit  
Operating System: IBM/OS  
Languages Supported: Cobol  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$50,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: November 1982  
Number Installed to Date: 500 -  
1,000

## **CYS SYSTEMS, INC.** WORKMASTER

Word Length: 32 bit  
Operating System: Unix System V  
Languages Supported: Cobol,  
Fortran, Pascal, C, Ada  
Minimum Memory: 256K bytes  
Maximum Memory: 8.5M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 32  
Communications Protocols:  
Asynchronous  
Price: \$22,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site, Third-Party,  
Western Union  
Date First Installed: June 1983  
Number Installed to Date: 25  
(See Vendor Profile Page V-9)

## **CYS SYSTEMS, INC.** WORKMANAGER

Word Length: 32 bit  
Operating System: Unix-S  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C, Ada

Minimum Memory: 256K bytes  
Maximum Memory: 4.5M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$13,500  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party,  
Western Union  
Number Installed to Date: 250

## **DATA GENERAL CORP.** DESKTOP GENERATION MODEL 10

Word Length: 16 bit  
Operating System: CP/M 86, MS-  
DOS, RIOS, AOS  
Languages Supported: Cobol,  
Fortran, Basic, Basic Plus, DCL  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SOLC/SHA, X.25  
Price: \$8,705  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: July 1983  
(See Vendor Profile Page V-9)

## **DATA GENERAL CORP.** DESKTOP GENERATION MODEL 1000

Word Length: 16 bit  
Operating System: CP/M 86,  
RIOS, MS-DOS, AOS  
Languages Supported: Cobol,  
Fortran, Basic, Basic Plus, DCL  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SOLC/SHA, X.25  
Price: \$8,125  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: July 1983

## **DATA GENERAL CORP.** DESKTOP GENERATION MODEL 30

Word Length: 16 bit  
Operating System: RIOS, AOS  
Languages Supported: Cobol,  
Fortran, Basic, PL/I, DCL  
Minimum Memory: 256K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SOLC/SHA, X.25  
Price: \$10,780  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility

## **DELTA DATA SYSTEM CORP.** M800T

Word Length: 32 bit

## Supermicros

**Operating System:** Unix  
**Language Support:** Cobol, Fortran, Basic, Pascal, Basic, P-11, C  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 3.5M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 2  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Return to Manufacturing Facility  
(See Vendor Profile Page V-11)

**EMULATED SOFTWARE:**  
**MINIEMUL**  
**Word Length:** 32 bit  
**Operating System:** MicroVMS, Unix  
**Language Support:** Pascal  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1.5M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** SDC/SDA, X.25, DNA, Decnet  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** 1984  
(See Vendor Profile Page V-11)

**SINTECH SYSTEMS, INC.**  
**OS/400**  
**Word Length:** 16 bit  
**Operating System:** CP/M, MS-DOS  
**Language Support:** Cobol, Basic, Pascal, RPG, C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** January 1984  
**Number Installed:** 100 - 500  
(See Vendor Profile Page V-12)

**SLTCS COMPUTER SYSTEMS**  
**CONSULTANT 6**  
**Specific Application:** CAD/CAM  
**Word Length:** 32 bit  
**Operating System:** PDS, Unix  
**Language Support:** Fortran, Basic, Pascal, C, Lisp  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 12M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:** Asynchronous, Synchronous, SDC/SDA  
**Price:** \$17,500  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** September 1983  
**Number Installed:** 10 - 50  
(See Vendor Profile Page V-13)

**SLTCS COMPUTER SYSTEMS**  
**CONSULTANT 6**  
**Word Length:** 32 bit  
**Operating System:** PDS, Unix  
**Language Support:** Fortran, Basic, Pascal, C, Lisp  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 12M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$18,500  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Return to Manufacturing Facility  
**Date First Installed:** July 1984

**EMULATED SOFTWARE:**  
**TECHNOLOGY, INC.**  
**SECURIX 8000, S**  
**Word Length:** 16 bit  
**Operating System:** INFO  
**Language Support:** INFO  
**Minimum Memory:** 128K bytes  
**Multiple Users:** Yes  
**Price:** \$25,000  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Return to Manufacturing Facility  
**Date First Installed:** 1984  
(See Vendor Profile Page V-13)

**FLORIDA COMPUTER**  
**GRAPHICS**  
**REACON 400 SERIES**  
**Word Length:** 8/16 bit  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$8,000  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User, OEM  
**Maintenance:** Remote  
**Diagnosis:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** June 1983  
(See Vendor Profile Page V-14)

**FLORIDA COMPUTER**  
**GRAPHICS**  
**REACON 400**  
**Specific Application:** Graphics  
**Word Length:** 16 bit  
**Operating System:** CP/M  
**Language Support:** Fortran, Basic, Pascal, C  
**Minimum Memory:** 288K bytes  
**Maximum Memory:** 768K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous, SDC/SDA  
**Price:** \$7,295  
**Vendor Sales Terms:** Purchase, Lease  
**Maintenance:** On-Site  
**Date First Installed:** January 1984

**Number Installed:** 100 - 500  
**FLORIDA COMPUTER**  
**GRAPHICS**  
**REACON 400**  
**Specific Application:** CAD/CAM  
**Word Length:** 16 bit  
**Operating System:** CP/M  
**Language Support:** Fortran, Basic, Pascal, C  
**Minimum Memory:** 288K bytes  
**Maximum Memory:** 672K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous, SDC/SDA  
**Price:** \$9,500  
**Vendor Sales Terms:** Purchase, Lease  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$280  
**Date First Installed:** May 1984  
**Number Installed:** 50 - 150

**FLORIDA COMPUTER**  
**GRAPHICS**  
**REACON 410**  
**Specific Application:** Graphics  
**Word Length:** 8/16 bit  
**Operating System:** CP/M  
**Language Support:** Fortran, Basic, Pascal, C  
**Minimum Memory:** 418K bytes  
**Maximum Memory:** 888K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$15,000  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User, OEM  
**Maintenance:** Remote  
**Diagnosis:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** June 1982

**OSM SYSTEMS CORP.**  
**COMPILE FAMILY**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Language Support:** Cobol, Fortran, Pascal, C, PLM, ADA-84  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous  
**Price:** \$4,500  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** November 1982  
(See Vendor Profile Page V-16)

**INTELLIMAG, INC.**  
**IN/IMAGE SERIES**  
**Word Length:** 32 bit  
**Operating System:** Unix, DOS  
**Language Support:** Cobol, Fortran, Pascal, C, Ada  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:** X.25, Telexnet  
**Price:** \$30,000

**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Return to Manufacturing Facility  
**Date First Installed:** February 1982  
**Number Installed:** 10 - 50  
(See Vendor Profile Page V-16)

**INTELLIMAG, INC.**  
**IN/IMAGE**  
**Word Length:** 32 bit  
**Operating System:** Unix, DOS  
**Language Support:** Cobol, Fortran, Pascal, C, Ada, Assembly  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 32  
**Communications Protocols:** X.25, Telexnet  
**Price:** \$50,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Return to Manufacturing Facility  
**Date First Installed:** February 1982  
**Number Installed:** 10 - 500

**MSI-CORE INFORMATION**  
**SYSTEMS INFORMATION**  
**AS 1800**  
**Word Length:** 16 bit  
**Operating System:** CTOS, CP/M 86  
**Language Support:** Cobol, Fortran, Basic, Pascal, Assembly  
**Minimum Memory:** 384K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous, X.25  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** 1980  
(See Vendor Profile Page V-20)

**MSI-CORE INFORMATION**  
**SYSTEMS INFORMATION**  
**ONE TOUCH**  
**Word Length:** 16 bit  
**Operating System:** CTOS, MS-DOS, CP/M 86  
**Language Support:** Cobol, Fortran, Basic, Pascal, Assembly  
**Minimum Memory:** 384K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous, X.25, 2780, 3270  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** 1981

**MSI-CORE**  
**MS-400 DP SERIES**  
**Word Length:** 16 bit  
**Operating System:** Unix  
**Language Support:** Fortran, Pascal, C  
**Multiple Users:** Yes  
**Price:** \$28,000



Distribution: Third-Party  
Maintenance: On-Site  
Data First Installed: July 1984  
(See Vendor Profile Page V-20)

**MINIDATA CORP.**  
8174 BODOL, 1  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Cobol  
Fortran, Basic, Pascal, C  
Minimum Memory: 768K bytes  
Maximum Memory: 16M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 16  
Communications Protocols:  
SOLICSA  
Price: \$14,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site, Third-Party  
Monthly Maintenance: \$175  
Data First Installed: August 1985  
Number Installed to Date: 15 - 20  
(See Vendor Profile Page V-21)

**MINISTON CORP.**  
MTX 515  
Word Length: 8 bit  
Operating System: Proprietary  
Languages Supported: Basic,  
Assembly, MOD  
Minimum Memory: 104K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$200  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Data First Installed: March 1984  
(See Vendor Profile Page V-22)

**SECOND CRAFT CORP.**  
DESIGN 8888  
Specific Application: CAD/CAM  
Word Length: 32 bit  
Operating System: CP/M  
Languages Supported: Cobol  
Fortran, Basic, Pascal, APL, C, Fort  
Minimum Memory: 512K bytes  
Multiple Users: 6  
Price: \$4,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Data First Installed: November 1983  
Number Installed to Date: 500 - 1,000  
(See Vendor Profile Page V-23)

**MOOREMOUTH SYSTEMS INTERNATIONAL**  
MOOREMOUTH 304  
Specific Application: Graphics  
Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Cobol  
Fortran, Basic, Pascal, C  
Minimum Memory: 512K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 16  
Communications Protocols:

Asynchronous, Synchronous, 3270  
Price: \$8,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility  
Monthly Maintenance: \$200  
Data First Installed: June 1983  
Number Installed to Date: 500 - 1,000  
(See Vendor Profile Page V-20)

**MOOREMOUTH SYSTEMS INTERNATIONAL**  
MOOREMOUTH 304  
Specific Application: Graphics  
Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Cobol  
Fortran, Basic, Pascal, C  
Minimum Memory: 512K bytes  
Multiple Users: Yes  
Multiple Users: 17  
Communications Protocols:  
Asynchronous, Synchronous, 3270  
Price: \$8,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility  
Monthly Maintenance: \$200  
Number Installed to Date: 500 - 1,000

**MOOREMOUTH SYSTEMS INTERNATIONAL**  
MOOREMOUTH 304  
Specific Application: Graphics  
Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Cobol  
Fortran, Basic, Pascal, C, Ada  
Minimum Memory: 512K bytes  
Multiple Users: Yes  
Multiple Users: 17  
Communications Protocols:  
Asynchronous  
Price: \$7,850  
Vendor Sales Terms: Purchase  
Data First Installed: August 1984  
(See Vendor Profile Page V-20)

**MOOREMOUTH SYSTEMS INTERNATIONAL**  
MOOREMOUTH 304  
Specific Application: Transaction  
Processing  
Word Length: 8 bit  
Operating System: TURBO/OC;  
CP/M, MP/M, MS-DOS  
Languages Supported: Cobol  
Fortran, Basic, Pascal, RPG, PL/I  
Minimum Memory: 64K bytes  
Multiple Users: 250K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 64  
Communications Protocols:  
Asynchronous, MDCP/OLC,  
SOLICSA, X.25, Synchronous  
Price: \$25,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party  
Number Installed to Date: 100  
(See Vendor Profile Page V-24)

**MOOREMOUTH SYSTEMS INTERNATIONAL**  
MOOREMOUTH 304  
Specific Application: Transaction  
Processing  
Word Length: 16/32 bit

Operating System: Unix, Unibus  
Languages Supported: Cobol  
Fortran, Basic, Pascal, C, SBC  
Minimum Memory: 500K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 4  
Communications Protocols:  
Asynchronous, Synchronous,  
SOLICSA  
Price: \$8,400  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site  
Number Installed to Date: 100 - 200  
(See Vendor Profile Page V-25)

**MOOREMOUTH SYSTEMS INTERNATIONAL**  
MOOREMOUTH 304  
Specific Application: Transaction  
Processing  
Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Cobol  
Fortran, Basic, Pascal, APL, C, Ada  
Minimum Memory: 512K bytes  
Multiple Users: Yes  
Multiple Users: 16  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$17,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: On-Site  
Monthly Maintenance: \$200  
Data First Installed: September  
1983  
Number Installed to Date: 300  
(See Vendor Profile Page V-27)

**MOOREMOUTH SYSTEMS INTERNATIONAL**  
MOOREMOUTH 304  
Specific Application: Transaction  
Processing  
Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Cobol  
Fortran, Basic, Pascal, APL, C, Ada  
Minimum Memory: 512K bytes  
Multiple Users: Yes  
Multiple Users: 16  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$17,200  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: On-Site  
Monthly Maintenance: \$200  
Data First Installed: June 1982  
Number Installed to Date: 700

**MOOREMOUTH SYSTEMS INTERNATIONAL**  
MOOREMOUTH 304  
Specific Application: Transaction  
Processing  
Word Length: 16 bit  
Operating System: CP/M 86, Unix  
MS-DOS  
Languages Supported: Cobol  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 512K bytes  
Multiple Users: Yes  
Multiple Users: 2M bytes  
Communications Protocols:  
BSC, BSC/OLC, SOLICSA, ULC  
Price: \$4,400  
Vendor Sales Terms: Purchase,  
Retail, Lease  
Distribution: OEM, Third-Party  
Maintenance: On-Site, Remote  
Diagnosis, Return to  
Manufacturing Facility

Data First Installed: October 1984  
(See Vendor Profile Page V-27)

**MOOREMOUTH SYSTEMS INTERNATIONAL**  
MOOREMOUTH 304  
Specific Application: Transaction  
Processing  
Word Length: 16 bit  
Operating System: Unix System V;  
Concurrent DOS  
Languages Supported: Cobol  
Fortran, Basic, Pascal, Basic  
Plus 2, Pascal, APL, C  
Minimum Memory: 512K bytes  
Multiple Users: Yes  
Multiple Users: 2M bytes  
Communications Protocols:  
Asynchronous, Synchronous,  
SOLICSA, X.25  
Price: \$15,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Data First Installed: April 1984  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-28)

**MOOREMOUTH SYSTEMS INTERNATIONAL**  
MOOREMOUTH 304  
Specific Application: Transaction  
Processing  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Cobol  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 512K bytes  
Multiple Users: Yes  
Multiple Users: 256K bytes  
Minimum I/O Ports: 16  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$17,000  
Vendor Sales Terms: Purchase,  
Retail, Lease  
Distribution: End User  
Maintenance: On-Site, Remote  
Diagnosis  
Monthly Maintenance: \$200  
Data First Installed: July 1982  
Number Installed to Date: 100 - 300  
(See Vendor Profile Page V-29)

**MOOREMOUTH SYSTEMS INTERNATIONAL**  
MOOREMOUTH 304  
Specific Application: Transaction  
Processing  
Word Length: 16 bit  
Operating System: CP/M 86, Unix  
MS-DOS  
Languages Supported: Cobol  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 512K bytes  
Multiple Users: Yes  
Multiple Users: 2M bytes  
Communications Protocols:  
BSC, BSC/OLC, SOLICSA, ULC  
Price: \$4,400  
Vendor Sales Terms: Purchase,  
Retail, Lease  
Distribution: OEM, Third-Party  
Maintenance: On-Site, Remote  
Diagnosis, Return to  
Manufacturing Facility

**MOOREMOUTH SYSTEMS INTERNATIONAL**  
MOOREMOUTH 304  
Specific Application: Transaction  
Processing  
Word Length: 32 bit  
Operating System: CP/M 86, Unix  
MS-DOS  
Languages Supported: Cobol  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 512K bytes  
Multiple Users: Yes  
Multiple Users: 2M bytes  
Communications Protocols:  
BSC, BSC/OLC, SOLICSA, ULC  
Price: \$4,400  
Vendor Sales Terms: Purchase,  
Retail, Lease  
Distribution: OEM, Third-Party  
Maintenance: On-Site, Remote  
Diagnosis, Return to  
Manufacturing Facility

## Supermicros

Price: \$12,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: January 1983  
(See Vendor Profile Page V-31)

**SERVICE SIGNAL  
BROADCASTING**  
661795  
Word Length: 16 bit  
Operating System: S-DOS; OS/9;  
Mumps  
Language Support: Cobol

**Languages Supported:** Cobol;  
**Real:** Pascal; Mumps  
**Minimum Memory:** 54K bytes  
**Maximum Memory:** 54K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocol:**  
 Asynchronous  
**Price:** \$3,500  
**Classification:** Third-Party  
**Manufacturer:** Third-Party  
**Number Installed in Data:** 5,000 -  
 10,000  
 (See Vendor Profile Page V-32)

**BROOKS SIGNAL  
BROADCASTING  
CHEFTAIN 9990**  
Word Length: 16 bit  
Operating System: OS/2; S-DOS;  
Macros

**Languages Supported:** Cobol;  
**Base:** Pascal; Murpa  
**Maximum Memory:** 64K bytes  
**Maximum Memory:** 1.0M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communication Protocols:**  
 Asynchronous, Synchronous  
**Price:** \$3,500  
**Vendor Sales Terms:** Purchase  
**Conditions:** Third-Party  
**Maximums:** Return to  
 Manufacturing Facility, Third-Party  
**Number Installed to Date:** 5,000 -  
 10,000

**SHOCK SIGNAL  
BROADCASTING  
CHIEFTAIN 9W26T20**  
Word Length: 16 bit  
Operating System: DOS; S-DOS;  
Mumps

**Languages Supported:** Cobol,  
 Basic, Pascal, Mumps  
**Maximum Memory:** 514K bytes  
**Maximum Memory:** 1.0M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communication Protocols:**  
 Asynchronous, Synchronous  
**Price:** \$3,500  
**Vendor Sales Terms:** Purchase  
 Credit/Lease: Third-Party  
**Maintenance:** Return to  
 Manufacturing Facility, Third-Party  
**Number Installed in Site:** 6,000 -  
 10,000

**DRUCKER SIGNAL  
BROADCASTING  
CIRCUITS INC.**  
Word Length: 16 bit  
Operating System: OS/2, 8-DOS,  
Macros

Language Supported: Cobol;  
Basic; Pascal; Mumps  
Minimum Memory: 64K bytes  
Maximum Memory: 1.0M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16

**Communications Protocol:** Asynchronous, Synchronous  
**Price:** \$3,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Return to  
Manufacturing Facility, Third-Party  
**Number Installed to Date:** 5,000 -  
10,000

10,000  
SINCE SIGNAL  
BROADCASTING  
CHESTN SWITZ  
Word Length: 16 bit  
Operating System: OS/2: S-DOS:  
12

**Minimum Memory:** 64K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocol:**

Asynchronous, Synchronous  
Price: \$3,500  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Number Installed to Date: 5,000 -  
10,000

**SNOKE SIGNAL  
BROADCASTING**  
CHESTNUT 90  
Word Length: 16 bit  
Operating System: OS/2, S-DOS;  
Lanplus  
Languages Supported: C/C++

Basic: Pascal, Mumps  
Minimum Memory: 64K bytes  
Maximum Memory: 1.0M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$9,995

**Vendor Sales Terms:** Purchase  
Distribution: End User  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Number Installed to Date: 5,000 -  
10,000

**SINGLE SIGNAL  
BROADCASTING  
CHEFTAIN 96.7MHz**  
Word Length: 16 bit  
Operating System: OS/2; S-DOS;  
Linux

**Languages Supported:** Cobol;  
**Basic;** Pascal; Mumps  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1.0M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocol:**  
 Asynchronous, Synchronous

Price: \$2,500  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Number Installed in Sale: 5,000 -  
10,000

**SOURCE SIGNAL**  
**BROADCASTING**  
**CHEFTAIN 96XW20T20**  
Word Length: 16 bit  
Operating System: OS/2; S-DOS;  
Mumps

**Languages Supported:** Cobol,  
 Basic, Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1.5M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications:** Preemptive  
 Asynchronous, Synchronous  
**Price:** \$3,500

Price: \$3,500  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Number Installed to Date: 5,000 -  
10,000

**SMOKE SIGNAL  
BROADCASTING**  
CHIEFTAIN 88W16  
Word Length: 16 bit  
Operating System: OS/2: S-DOS,  
Mumps

**Languages Supported:** Cobol;  
 Basic; Pascal; Mumps  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1 OM bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:**

**Asynchronous, Baysynchronous . . .**  
**Price: \$3,500**  
**Welder Sales Terms:** Purchase  
 Distribution: End User  
 Maintenance: Return to  
 Manufacturing Facility, Third-Party  
 Number Installed to Date: 5,000 -  
 10,000

**SMOKE SIGNAL  
BROADCASTING  
CHEFTAIN SERIES**  
Word Length: 16 bit  
Operating System: OS/2; S-DOS;  
Mumps

**Language Support:** C/C++,  
**Basic, Pascal, Mumps**  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1.5M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:**

Asynchronous, Synchronous  
Price: \$3,500  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to -  
Manufacturing Facility, Third-Party  
Number Installed to Date: 5,000

**SMOKE SIGNAL  
BROADCASTING**  
CHEFTAIN 66W30  
Word Length: 16 bit  
Operating System: OS/9, S-DOS;  
Munich

**Languages Supported:** Cobol,  
 Basic, Pascal, Mumps  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1.0M bytes  
**Multiple Users:** Yes  
**Maximun I/O Ports:** 16  
**Communications Protocols:**

Asynchronous, Bimynchronous  
Price: \$3,500  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party

Number Installed to Date: 5,000 -  
10,000

**SIMPLE SIGNAL  
BROADCASTING  
CHIEFTAIN 88W8**  
Word Length: 16 bit  
Operating System: OS/2; S-DOS;  
Mumps

**Mumps**  
Languages Supported: Cobol;  
Basic; Pascal; Mumps  
Minimum Memory: 64K bytes  
Maximum Memory: 1.0M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16

Communications Protocol: Asynchronous, Synchronous  
Price: \$3,500  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party

**NUMBER INSTALLED TO DATE: 2,000-10,000**

**SIMONE SIGNAL  
BROADCASTING  
CHEFTAIN SWPRT30**  
Wind Lureals: 16 lb

Operating System: OS/2; S-DOSS; Mumps  
Languages Supported: Cobol, Basic, Pascal, Mumps  
Minimum Memory: 64K bytes  
Maximum Memory: 1.0M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16

**Communications Protocols:**  
Synchronous  
Price: \$3,500  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Number Installed to Date: 5,000 -  
10,000

**SMOKE SIGNAL  
BROADCASTING  
CHESTNUT 6634**  
Word Length: 16 bit  
Operating System: OS/2, 3.008

**Language Supported:** Cobol  
**Basic:** Pascal, Murp  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1.0M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16

**Communications Protocol:**  
Asynchronous, Bieynchronous  
**Price:** \$3,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Return to  
Manufacturing Facility, Third-Party  
**Manufacturer Installed to Date:** 10 - 50

**SMOKE SIGNAL**  
**BROADCASTING**  
**CHESTNUT 9622**  
Word Length: 16 bit  
Operating System: OS/2, 5-DOS  
Munich

## Supermicros • Transportables

**Language Supported:** Cobol; Mumps  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1.0M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 18  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$2,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Return to Manufacturing Facility  
**Number Installed to Date:** 5,000 - 10,000

**SUN MICROSYSTEMS, INC.**  
**SUN 3/120**  
**Word Length:** 32 bit  
**Operating System:** Unix  
**Language Supported:** Fortran, Pascal, C, Assembly  
**Minimum Memory:** 1M bytes  
**Maximum Memory:** 4M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous  
**Price:** \$18,900  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Return to Manufacturing Facility  
**(See Vendor Profile Page V-32)**

**SUN MICROSYSTEMS, INC.**  
**SUN 3/175**  
**Word Length:** 32 bit  
**Operating System:** Unix  
**Language Supported:** Fortran, Pascal, C, Assembly  
**Minimum Memory:** 2M bytes  
**Maximum Memory:** 4M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous

**Price:** \$20,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Return to Manufacturing Facility  
**Date First Installed:** 1983

**SUPERIOR CONTROLS SYSTEMS, INC.**  
**SYSTEM 3014**  
**Word Length:** 8/18 bit  
**Operating System:** Proprietary; CP/M, TURBODOS  
**Language Supported:** Fortran, Basic, Pascal, Pascal, APL, P, PL/I  
**Minimum Memory:** 128K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous  
**Price:** \$8,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$100  
**Date First Installed:** 1981  
**Number Installed to Date:** 10 - 30  
**(See Vendor Profile Page V-33)**

**SUPERIOR CONTROLS SYSTEMS, INC.**  
**SYSTEM 3058**  
**Word Length:** 8/18 bit  
**Operating System:** Proprietary; CP/M, TURBODOS  
**Language Supported:** Fortran, Basic, Pascal, Pascal, APL, P, PL/I  
**Minimum Memory:** 128K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$100  
**Date First Installed:** 1981

**Number Installed to Date:** 10 - 50  
**UNIDOMP CORP.**  
**PORE, 999 AP**  
**Word Length:** 32 bit  
**Operating System:** Unix  
**Language Supported:** Cobol, Fortran, Basic, Pascal, APL, C, Ada  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 5M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 18  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$18,000  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$200  
**Date First Installed:** October 1982  
**Number Installed to Date:** 500 - 1,000  
**(See Vendor Profile Page V-33)**

**VICTORY COMPUTER SYSTEMS, INC.**  
**VECTOR 4000/128/198**  
**Specific Application:** Vector-oriented  
**Word Length:** 16/32 bit  
**Operating System:** Unix System II; VITTS  
**Language Supported:** Cobol, Fortran, Basic, Pascal, C  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 4.5M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous, Channel TCP/IP  
**Price:** \$6,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** May 1983

**Number Installed to Date:** 300  
**(See Vendor Profile Page V-36)**

**WICAT SYSTEMS, INC.**  
**SYSTEM 150**  
**Word Length:** 16/32 bit  
**Word Length:** 30/18  
**Operating System:** Unix; MCS; CP/M  
**Language Supported:** Cobol, Fortran, Basic, Pascal, APL, C, Assembly  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1.2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Synchronous, ADCCP/HOLC, SDC/SDMA, X.25  
**Price:** \$8,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Monthly Maintenance:** \$145  
**Date First Installed:** October 1981  
**(See Vendor Profile Page V-37)**

**WISAY SYSTEMS, INC.**  
**SYSTEM 150**  
**Operating System:** Unix; MCS  
**Language Supported:** Cobol, Fortran, Basic, Pascal, APL, C, Assembly  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 4.5M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Synchronous, ADCCP/HOLC  
**Price:** \$18,000  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Date First Installed:** June 1980  
**Number Installed to Date:** 51

## Transportables

**ACTRIX COMPUTER CORP.**  
**ACTRIX COMPUTER**  
**Dimensions:** 10 x 12 x 11 in.  
**Screen Dimensions:** 7 in. x 25 in.; 80 col.  
**System Weight:** 23 lbs.  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Language Supported:** Pascal, Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 160  
**Multiple Users:** 8  
**Communications Protocols:** Asynchronous  
**Price:** \$2,190  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**(See Vendor Profile Page V-1)**

**ANDERSON ALCOBORN, INC.**  
**AJ PARPORT MBA**  
**System Dimensions:** 11 1/2 x 18 1/2 x 8 1/2 in.  
**Screen Dimensions:** 7 in. x 24 in.; 80 col.  
**System Weight:** 21 lbs.  
**Word Length:** 18 bit  
**Operating System:** TELEDOS  
**Language Supported:** IBM Basic  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** 10  
**Communications Protocols:** Asynchronous  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** August 1984  
**(See Vendor Profile Page V-34)**

**APPLE COMPUTER, INC.**  
**APPLE IIc**  
**System Dimensions:** 17 1/2 x 12 x

7 1/2 in.  
**Screen Dimensions:** 8 in. x 24 in.; 80 col.  
**System Weight:** 7 1/2 lbs.  
**Word Length:** 8 bit  
**Operating System:** Apple DOS  
**Language Supported:** Basic, Pascal, Logo  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** 10  
**Maximum I/O Ports:** 7  
**Price:** \$1,295  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** May 1984  
**(See Vendor Profile Page V-35)**

**CARD, INC.**  
**FZ-750P**  
**System Dimensions:** 8 1/2 x 5 1/2 x 6

18 in.  
**Screen Dimensions:** 1 1/2 x 12 col.  
**System Weight:** 8.5 lbs.  
**Word Length:** 8 bit  
**Operating System:** Cms  
**Language Supported:** Basic  
**Minimum Memory:** 2K bytes  
**Maximum Memory:** 4K bytes  
**Multiple Users:** 2  
**Price:** \$80  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** January 1983  
**(See Vendor Profile Page V-6)**

**CASIO, INC.**  
**FZ-750**  
**System Dimensions:** 7 1/2 x 5 1/2 x 6

## Transportables

Screen Dimensions: 1 in. 24 in. 40 in.  
System Weight: 8 lb.  
Operating System: Casio  
Languages Supported: Basic  
Minimum Memory: 4K bytes  
Maximum Memory: 8K bytes  
Minimum I/O Ports: 2  
Price: \$130  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility

**CASIO, INC.**  
PS-655P  
Word Length: 8 bit  
Operating System: Casic  
Languages Supported: Basic  
Minimum Memory: 4K bytes  
Maximum Memory: 8K bytes  
Minimum I/O Ports: 2  
Price: \$150  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility  
Date First Installed: 1982

**CASIO, INC.**  
MS-719  
Screen Dimensions: 7 1/2 x 2 1/2 x 7 1/2 in.  
System Dimensions: 4 in. 20 in.  
System Weight: 11.1 lb.  
Word Length: 8 bit  
Operating System: Casic  
Languages Supported: Basic  
Minimum Memory: 4K bytes  
Maximum Memory: 16K bytes  
Minimum I/O Ports: 2  
Price: \$200  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility  
Date First Installed: 1983

**COLUMBIA DATA PRODUCTS, INC.**  
1000-PP  
Screen Dimensions: 16 x 14 x 8 in.  
Screen Dimensions: 6 in., 25 in., 80 in.  
System Weight: 32 lb.  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: CP/M 86, MS-DOS 2.0, MS-DOS 1.25  
Languages Supported: Cobol, Fortran, Pascal, C, Basic, A Micro  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Communications Protocols: Asynchronous, SDC/SDA  
Price: \$2,400  
Vendor Sales Terms: Purchase  
Maintenance: Third-Party, Ref & Board  
Date First Installed: May 1983  
(See Vendor Profile Page V-7)

**COMARQUE BUSINESS MACHINES, INC.**  
82-84  
Screen Dimensions: 14 1/2 x 14 1/2 x

5 in.  
Screen Dimensions: 5 in., 25 in., 40 in.  
System Weight: 27.8 lb.  
Word Length: 8 bit  
Languages Supported: Cobol, Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Communications Protocols: Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
(See Vendor Profile Page V-7)

**COMPUTER COMPUTER CORP.**  
COMPUTER  
System Dimensions: 14 x 18 x 8 in.  
Screen Dimensions: 8 in., 24 in., 80 in.  
System Weight: 28 lb.  
Word Length: 8 bit  
Operating System: Apple DOS, CP/M, MS-DOS  
Languages Supported: Cobol, Fortran, Basic, Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Communications Protocols: Asynchronous  
Price: \$1,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Date First Installed: May 1984  
(See Vendor Profile Page V-7)

**COMPAQ, INC.**  
ELECTRIC BRIEFCASE  
System Dimensions: 14 x 18 x 8 in.  
Screen Dimensions: 8 in., 24 in., 80 in.  
System Weight: 28 lb.  
Plug Compatibility: Keypro  
Word Length: 8 bit  
Operating System: CP/M, MS-DOS  
Languages Supported: Cond, Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Minimum I/O Ports: 2  
Communications Protocols: Asynchronous, Baudot  
Price: \$1,495  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Date First Installed: September 1982  
Warranty Installed to Date: 500 - 1,500  
(See Vendor Profile Page V-7)

**COMPAQ COMPUTER CORP.**  
COMPAQ PORTABLE COMPUTER  
System Dimensions: 18 x 20 x 8 1/2 in.  
Screen Dimensions: 8 in., 25 in., 80 in.  
System Weight: 20 lb.  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 640K bytes  
Minimum I/O Ports: 3  
Communications Protocols:

Asynchronous, Baudot  
Price: \$2,995  
Vendor Sales Terms: Purchase, Lease  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: October 1982  
(See Vendor Profile Page V-7)

**COMSECORP**  
CIRCA MTE  
System Dimensions: 10 1/2 x 12 x 8 in.  
Screen Dimensions: 6 in., 25 in., 80 in.  
System Weight: 24.5 lb.  
Word Length: 8 bit  
Operating System: MS-DOS, CP/M  
Languages Supported: Fortran, C Basic

Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Communications Protocols: Asynchronous, Baudot  
Price: \$3,995  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Monthly Maintenance: \$80  
Date First Installed: December 1983  
(See Vendor Profile Page V-7)

**COMPUTER SERVICES, INC.**  
DOT 3800  
System Dimensions: 14 1/2 x 18 x 7 1/2 in.  
Screen Dimensions: 6 in., 25 in., 132 in.  
System Weight: 30 lb.  
Word Length: 16 bit  
Operating System: MS-DOS, CP/M  
Languages Supported: Cobol, Fortran, Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 704K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 2  
Communications Protocols: Asynchronous  
Price: \$2,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to Manufacturing Facility  
(See Vendor Profile Page V-8)

**CONVENIENT TECHNOLOGIES, INC.**  
WORKLATE  
System Dimensions: 17 1/2 x 8 1/2 x 1 in.  
Screen Dimensions: 6 1/2 in., 18 in., 46 in.  
System Weight: 3 lb.  
Word Length: 8 bit  
Minimum Memory: 16K bytes  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: November 1983  
(See Vendor Profile Page V-6)

**CORONA DATA SYSTEMS**  
CORONA PORTABLE PPC-1  
System Dimensions: 18 1/2 x 18.8 x 8.8 in.

Screen Dimensions: 6 in., 25 in., 80 in.  
System Weight: 20 lb.  
Word Length: 18 bit  
Operating System: MS-DOS  
Languages Supported: Cobol, Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Minimum I/O Ports: 3  
Communications Protocols: Asynchronous  
Price: \$2,195  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
(See Vendor Profile Page V-6)

**CORONA DATA SYSTEMS**  
CORONA PORTABLE PPC-8  
System Dimensions: 18.8 x 18.8 x 8.8 in.  
Screen Dimensions: 6 in., 25 in., 80 in.  
System Weight: 28 lb.  
Word Length: 18 bit  
Operating System: MS-DOS  
Languages Supported: Cobol, Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Minimum I/O Ports: 3  
Communications Protocols: Asynchronous  
Price: \$2,295  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party

**CASIO, INC.**  
ELECTRIC NOTEBOOK  
System Dimensions: 13 1/2 x 9 1/2 x 2 1/2 in.  
Screen Dimensions: 2 in., 40 in.  
System Weight: 5 lb.  
Word Length: 8 bit  
Minimum Memory: 86K bytes  
Maximum Memory: 504K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 2  
Communications Protocols: Asynchronous, Baudot  
Price: \$2,295  
Vendor Sales Terms: Purchase, Distribution: Third-Party  
Maintenance: On-Site, Return to Manufacturing Facility  
(See Vendor Profile Page V-10)

**DENTAL MICROSYSTEMS, INC. (DMS)**  
DMS-210 PC  
System Dimensions: 17 1/2 x 14 1/2 x 7.8 in.  
Screen Dimensions: 8 in., 25 in., 80 in.  
System Weight: 30 lb.  
Word Length: 8 bit  
Operating System: CP/M 2.2  
Languages Supported: Cobol, Fortran, Basic, Pascal, PL/I  
Minimum Memory: 64K bytes  
Maximum I/O Ports: 4  
Communications Protocols: SDC/SDA  
Price: \$3,250  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party

**IT'S A SMALL MIRACLE HOW HEWLETT-PACKARD  
PUT 656K OF MEMORY, LOTUS 1-2-3, WORD  
PROCESSING, A TELECOMMUNICATIONS MODEM  
AND COMPLETE IBM CONNECTABILITY INTO**

**A 9-POUND COMPUTER.**



### **THE PORTABLE.**

For years business people had to choose between the power of a desktop computer and the limited capabilities of the first portables. That problem was solved when Hewlett-Packard introduced The Portable.

The Portable is designed with more total memory than most leading desktop personal computers...656K in fact. That includes 272K of user memory. So, The Portable's built-in business software can work with enormous amounts of data.

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The Portable even has a built-in modem and easy-to-use telecommunications software to send

or receive data using a standard telephone jack.

If you use a Hewlett-Packard Touchscreen PC, IBM® PC, XT or an IBM compatible you'll be glad to know that your desktop and The Portable can talk to each other with the simple addition of the Hewlett-Packard Portable-Desktop Link.

The Portable's rechargeable battery gives you 16 hours of continuous usage on every charge.

Finally, you can work comfortably on a full size keyboard and an easy-to-read 16-line by 80-column screen. And it all folds shut to turn The Portable into a simple nine-pound box.

The Portable. A small miracle...perhaps. But then consider where it came from.

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## Transportables

**Maintenance:** Third-Party  
Date First Installed: December 1982  
Number Installed to Date: 1,000-1,025  
(See Vendor Profile Page V-12)

### SCOTT, GUVETTI CORP.

#### 816

System Dimensions: 6 x 12 x 7 1/2 in.  
Screen Dimensions: 6 in., 6 1/2 in., 40 in.  
System Weight: 4 lbs.  
Word Length: 6 bit  
Operating System: ROM  
Languages Supported: Basic  
Minimum Memory: 8K bytes  
Maximum Memory: 32K bytes  
Maximum I/O Ports: 1  
Communications Protocols: Asynchronous  
Price: \$799  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to Manufacturing Facility  
Date First Installed: February 1984  
(See Vendor Profile Page V-12)

### SCOTT, GUVETTI CORP.

#### 316

System Dimensions: 10.8 x 16.8 x 6 in.  
Screen Dimensions: 6 in., 25 in., 80 in.  
System Weight: 30 lbs.  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol, Fortran, Basic, Pascal  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Maximum I/O Ports: 1  
Communications Protocols: Asynchronous  
Price: \$2,185  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: November 1983

### SABLE COMPUTER, INC.

#### SABLE PC SPWET XL

Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic, A  
Minimum Memory: 256K bytes  
Maximum Memory: 640K bytes  
Price: \$3,395  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party, Sell & Hired  
Date First Installed: October 1983  
(See Vendor Profile Page V-13)

### SABLE COMPUTER, INC.

#### SABLE PC SPWET XL

Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic, A  
Minimum Memory: 256K bytes  
Maximum Memory: 640K bytes  
Price: \$2,685  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party, Sell & Hired  
Date First Installed: November 1983  
(See Vendor Profile Page V-13)

Date First Installed: November 1983

### EDUCATIONAL MICROCOMPUTER SYSTEMS

#### MS-10

System Dimensions: 8 1/2 x 11 x 4 in.  
Screen Dimensions: 4 1/2 in.  
Word Length: 16 bit  
Operating System: Fort  
Languages Supported: Fort  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Price: \$1,300  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to Manufacturing Facility  
Date First Installed: September 1983  
(See Vendor Profile Page V-13)

### EPSON AMERICA, INC.

#### GENEWIZ-6

System Dimensions: 1 1/2 x 11 1/2 x 6 1/2 in.  
Screen Dimensions: 6 in., 80 in.  
System Weight: 4 lbs.  
Word Length: 6 bit  
Operating System: CP/M 2.2  
Minimum Memory: 64K bytes  
Price: \$995  
Vendor Sales Terms: Purchase  
Date First Installed: July 1984  
(See Vendor Profile Page V-14)

### EPSON AMERICA, INC.

#### MS-30

System Dimensions: 1 1/2 x 8 1/2 x 11 in.  
Screen Dimensions: 4 in., 20 in.  
System Weight: 4.2 lbs.  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 32K bytes  
Maximum Memory: 64K bytes  
Maximum I/O Ports: 2  
Communications Protocols: Asynchronous  
Price: \$795  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to Manufacturing Facility  
Date First Installed: January 1983

### GAVILAN COMPUTER CORP.

#### GAVILAN

System Dimensions: 11.4 x 11.4 x 2.7 in.  
Screen Dimensions: 11 in., 18 in., 80 in.  
System Weight: 8 1/2 lbs.  
Word Length: 16 bit  
Operating System: Gaftec, MS-DOS  
Languages Supported: Basic, Pascal  
Minimum Memory: 16K bytes  
Maximum Memory: 256K bytes  
Communications Protocols: Asynchronous  
Price: \$2,395  
Vendor Sales Terms: Purchase  
Distribution: On-Site  
Date First Installed: November 1983  
(See Vendor Profile Page V-15)

### GAVILAN COMPUTER CORP.

#### SC

System Dimensions: 11.4 x 11.4 x 2.7 in.  
Screen Dimensions: 6 in., 8 in., 80 in.  
System Weight: 10 lbs.  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic, Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Communications Protocols: Asynchronous  
Price: \$2,595  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site  
Date First Installed: September 1983

### IBM

#### Model 515

Plug Compatibility: IBM  
Word Length: 8 bit  
Operating System: MS-DOS, CP/M  
Languages Supported: Cobol, Fortran, Basic, Pascal, PL/I, Basic, C, C++  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Baudot, X.25  
Price: \$3,395  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Remote Diagnostics, Return to Manufacturing Facility  
Date First Installed: 1977  
Number Installed to Date: 5,000-10,000  
(See Vendor Profile Page V-15)

### IBM

#### Model 515

System Dimensions: 20 x 16 x 6 in.  
Screen Dimensions: 6 in., 24 in., 80 in.  
System Weight: 38 lbs.  
Word Length: 16 bit  
Minimum Memory: 256K bytes  
Price: \$1,945  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site, Return to Manufacturing Facility  
(See Vendor Profile Page V-16)

### IBM

#### Model 515

System Dimensions: 5 x 10 x 1 1/2 in.  
Screen Dimensions: 1 in., 32 in.  
System Weight: 1 1/2 lbs.  
Word Length: 6 bit  
Operating System: CICS  
Languages Supported: Basic  
Minimum Memory: 16K bytes  
Maximum Memory: 24K bytes  
Communications Protocols: Asynchronous  
Price: \$2,395  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Remote Diagnostics, Third-Party  
Date First Installed: February 1983  
(See Vendor Profile Page V-17)

### IBM

#### Model 515

System Dimensions: 17 1/2 x 18 x 1 1/2 in.  
Screen Dimensions: 6 in., 25 in., 80 in.  
System Weight: 38 lbs.

### IBM

#### Model 515

System Dimensions: 17.8 x 18 1/2 x 6 1/2 in.  
Screen Dimensions: 6 in., 16 in., 32 in.  
System Weight: 20 lbs.  
Word Length: 8/16 bit  
Languages Supported: Basic, Assembler  
Minimum Memory: 32K bytes  
Maximum Memory: 32K bytes  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Return to Manufacturing Facility  
Date First Installed: July 1983

### IBM

#### Model 515

System Dimensions: 10 x 13 x 3 in.  
Screen Dimensions: 16 in., 80 in.  
System Weight: 8 1/2 lbs.  
Word Length: 16 bit  
Operating System: MS-DOS 2.11  
Languages Supported: Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 640K bytes  
Price: \$2,595  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: May 1984

### IBM

#### Model 515

System Dimensions: 20 x 17 x 6 in.  
Screen Dimensions: 6 in., 25 in., 80 in.  
System Weight: 30 lbs.  
Word Length: 16 bit  
Operating System: MS-DOS, CP/M, UCSD-P-System  
Languages Supported: Cobol, Fortran, Basic, Pascal, PL/I, Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Maximum I/O Ports: 7  
Communications Protocols: Asynchronous, Baudot, X.25  
Price: \$2,395  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Remote Diagnostics, Third-Party  
Date First Installed: February 1983  
(See Vendor Profile Page V-17)

### IBM

#### Model 515

System Dimensions: 17 1/2 x 18 x 1 1/2 in.  
Screen Dimensions: 6 in., 25 in., 80 in.  
System Weight: 38 lbs.

### IBM

#### Model 515

System Dimensions: 17 1/2 x 18 x 1 1/2 in.  
Screen Dimensions: 6 in., 25 in., 80 in.  
System Weight: 38 lbs.

## Transportables

**Specific Application: Graphics**  
**Plug Compatibility:** IBM PC, IBM PCAT  
**Screen Length:** 18 in  
**Operating System:** MS-DOS  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I, C  
**Minimum Memory:** 528K bytes  
**Maximum Memory:** 256K bytes  
**Communications Protocols:** Asynchronous

**Price:** \$1,195  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site, Third-Party  
**Sorts:** Monthly  
**Sorts:** Monthly  
**Date First Installed:** July 1984  
**(See Vendor Profile Page V-16)**

**JUNOS INTERNATIONAL, INC.**  
**JUNOS 1188**  
**System Dimensions:** 13 1/4 x 17 1/4 x 7 1/4 in.  
**Screen Dimensions:** 9 in.; 25 in.; 80 in.  
**System Weight:** 27 lbs.  
**Word Length:** 8 bit

**Operating System:** CP/M  
**Languages Supported:** Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$2,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party, Western Union  
**Maintenance:** Third-Party, Western Union  
**Date First Installed:** June 1982  
**Number Installed to Date:** 100 - 500  
**(See Vendor Profile Page V-18)**

**JUNOS INTERNATIONAL, INC.**  
**JUNOS 3650**  
**System Dimensions:** 12 1/4 x 17 1/4 x 7 1/4 in.  
**Screen Dimensions:** 9 in.; 25 in.; 80 in.  
**System Weight:** 33 lbs.  
**Word Length:** 8 bit

**Operating System:** CP/M  
**Languages Supported:** Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 128K bytes  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$2,595  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party, Western Union  
**Maintenance:** Third-Party, Western Union  
**Date First Installed:** 1981

**KAYPRO CORP.**  
**KAYPRO EX**  
**System Dimensions:** 15 1/4 x 18 x 8 in.  
**Screen Dimensions:** 9 in.; 25 in.; 80 in.  
**System Weight:** 26 lbs.  
**Word Length:** 8 bit

**Operating System:** CP/M  
**Languages Supported:** Basic, Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Communications Protocols:** Asynchronous

**Price:** \$1,595  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** July 1984  
**(See Vendor Profile Page V-18)**

**KAYPRO CORP.**  
**KAYPRO 4**  
**System Dimensions:** 15 1/4 x 18 x 8 in.  
**Screen Dimensions:** 9 in.; 24 in.; 80 in.  
**System Weight:** 26 lbs.  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Communications Protocols:** Asynchronous  
**Price:** \$1,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** April 1984

**KAYPRO CORP.**  
**KAYPRO 10**  
**System Dimensions:** 15 1/4 x 18 x 8 in.  
**Screen Dimensions:** 9 in.; 25 in.; 80 in.  
**System Weight:** 31 lbs.  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Communications Protocols:** Asynchronous  
**Price:** \$2,795  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party, Sorts  
**Date First Installed:** March 1983

**KAYPRO CORP.**  
**KAYPRO 10X**  
**System Dimensions:** 15 1/4 x 18 x 8 in.  
**Screen Dimensions:** 9 in.; 25 in.; 80 in.  
**System Weight:** 30 lbs.  
**Word Length:** 8 bit

**Operating System:** CP/M  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Communications Protocols:** Asynchronous  
**Price:** \$3,295  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** July 1984

**MICRO OFFICE SYSTEMS**  
**TRANSFORMER, INC.**  
**ROADRUNNER**  
**System Dimensions:** 8 x 11 x 3 in.  
**Screen Dimensions:** 9 in.; 80 in.  
**System Weight:** 5 lbs.  
**Word Length:** 8 bit  
**Operating System:** CP/M 2.2  
**Languages Supported:** Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Maximum I/O Ports:** 3

**Communications Protocols:** Asynchronous  
**Price:** \$2,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** 1983  
**(See Vendor Profile Page V-22)**

**SILVER CORP.**  
**MILTOP-DALIAN MPC-10**  
**Specific Application:** Military  
**Word Length:** 16 bit  
**Operating System:** MS-DOS 2.0  
**Device:** Minimum Memory: 32K bytes  
**Maximum Memory:** 160K bytes  
**Price:** \$12,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** January 1985  
**(See Vendor Profile Page V-22)**

**MSI MOBILE ELECTRONICS**  
**MSI 881**  
**System Dimensions:** 11 1/4 x 24 x 2 1/4 in.  
**Screen Dimensions:** 8 in.; 40 in.  
**System Weight:** 3.8 lbs.  
**Word Length:** 8 bit  
**Operating System:** CMOS  
**Languages Supported:** Basic  
**Minimum Memory:** 16K bytes  
**Maximum Memory:** 64K bytes  
**Communications Protocols:** Asynchronous  
**Price:** \$798  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Date First Installed:** September 1983  
**(See Vendor Profile Page V-24)**

**COMBINATIONAL SYSTEMS, INC.**  
**CS-3**  
**System Dimensions:** 9 x 4.8 x 1 1/4 in.  
**Screen Dimensions:** 9 in.; 2 in.; 30 in.  
**System Weight:** 2 1/2 lbs.  
**Word Length:** 8 bit  
**Minimum Memory:** 32K bytes  
**Maximum Memory:** 32K bytes  
**Maximum I/O Ports:** 1  
**Price:** \$2,500  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** December 1981  
**Number Installed to Date:** 300  
**(See Vendor Profile Page V-25)**

**COMBINATIONAL SYSTEMS, INC.**  
**CS-4**  
**System Dimensions:** 9 x 4.8 x 1 1/4 in.  
**Screen Dimensions:** 9 in.; 2 in.; 30 in.  
**System Weight:** 2 1/2 lbs.  
**Word Length:** 8 bit  
**Languages Supported:** Q LOG-2

**Minimum Memory:** 32K bytes  
**Maximum Memory:** 64K bytes  
**Communications Protocols:** Asynchronous  
**Price:** \$2,500  
**Vendor Sales Terms:** Purchase, Rental  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** January 1985  
**Number Installed to Date:** 500 - 1,000

**OSBORNE COMPUTER CORP.**  
**OSBORNE EXECUTIVE**  
**System Dimensions:** 13 x 20.5 x 8 in.  
**Screen Dimensions:** 7 in.; 24 in.; 80 in.  
**System Weight:** 28 lbs.  
**Word Length:** 8 bit  
**Operating System:** CP/M 3.0  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I, C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 128K bytes  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$1,445  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** 1983  
**Number Installed to Date:** 30,000  
**(See Vendor Profile Page V-30)**

**OSBORNE COMPUTER CORP.**  
**OSBORNE I**  
**System Dimensions:** 14 1/4 x 20.5 x 8 1/4 in.  
**Screen Dimensions:** 9 in.; 24 in.  
**System Weight:** 28.2 lbs.  
**Word Length:** 8 bit  
**Operating System:** CP/M 2.2  
**Languages Supported:** Cobol, Fortran, Basic, Pascal, PL/I, C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous  
**Price:** \$945  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** March 1981  
**Number Installed to Date:** More than 100,000

**SYNTRA CORP.**  
**3801**  
**System Dimensions:** 14 x 15 x 7 in.  
**Screen Dimensions:** 13 in.; 25 in.; 80 in.  
**System Weight:** 15 lbs.  
**Plug Compatibility:** IBM PC  
**Word Length:** 8 bit  
**Operating System:** MS-DOS, CP/M 2.2  
**Languages Supported:** IBM Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 544K bytes  
**Communications Protocols:** SCL/CNA  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**(See Vendor Profile Page V-29)**

## Transportables

### STROMA CORP.

**ATTACHE**  
System Dimensions: 13.5 x 12 x 5.5 in.  
Screen Dimensions: 5 1/4 x 24 in.  
Weight: 60 oz.  
System Weight: 20 lbs.  
Word Length: 8 bit  
Operating System: CP/M, MS-DOS  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Maximum I/O Ports: 2  
Communications Protocols: Asynchronous  
Price: \$1,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: March 1982  
Number Installed to Date: 1,000 - 1,500

**PARASING INDUSTRIAL CO. SENIOR PARTNER**  
System Dimensions: 18 1/2 x 13 3/16 x 8 in.  
Screen Dimensions: 8 in. x 25 in.  
Weight: 80 oz.  
System Weight: 25.7 lb.  
Word Length: 18 bit  
Operating System: MS-DOS, CP/M 86, Concurrent CP/M 86, UCSD P-System  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Maximum I/O Ports: 2  
Price: \$2,495  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: April 1984  
(See Vendor Profile Page V-26)

**PARASING INDUSTRIAL CO. SUPER SENIOR PARTNER**  
System Dimensions: 18 1/2 x 13 3/16 x 8 in.  
Screen Dimensions: 8 in. x 25 in.  
Weight: 35 lbs.  
Word Length: 18 bit  
Operating System: MS-DOS, CP/M 86  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Maximum I/O Ports: 2  
Price: \$5,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: June 1984

**PARASING INDUSTRIAL CO. THE LINK 88C**  
System Dimensions: 6 5/16 x 13 3/16 x 2 1/4 in.  
Screen Dimensions: 1 in. x 26 in.  
System Weight: 14 oz.  
Word Length: 8 bit  
Operating System: Basic  
Languages Supported: Basic  
Minimum Memory: 8K bytes  
Maximum Memory: 8K bytes  
Maximum I/O Ports: 2  
Communications Protocols: Asynchronous

**Price: \$500**  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Return to, Manufacturing Facility  
Date First Installed: January 1982

**PERSONAL MICRO COMPUTERS, INC. MICRO MATE**  
System Dimensions: 15 x 9 1/2 x 6 1/4 in.  
Screen Dimensions: 8 in. x 25 in.  
Weight: 8 lb.  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol, Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 128K bytes  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous  
Price: \$1,295  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to, Manufacturing Facility, Third-Party  
Number Installed to Date: 1,000 - 1,500  
(See Vendor Profile Page V-26)

**PROGITS COMPUTERS, INC. TRANSPORTABLE SOLUTIONS**  
System Dimensions: 7 1/4 x 17 1/2 x 5 in.  
Screen Dimensions: 8 in. x 25 in.  
Weight: 30 lbs.  
Word Length: 18 bit  
Operating System: MS-DOS 2.11  
Languages Supported: Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Maximum I/O Ports: 2  
Communications Protocols: Asynchronous  
Price: \$3,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: January 1984  
(See Vendor Profile Page V-27)

**RABIT CORP. UTILITYCORR**  
System Dimensions: 6 x 3 1/4 x 2 1/4 in.  
Screen Dimensions: 2 in. x 16 oz.  
System Weight: 3 lbs.  
Word Length: 8 bit  
Languages Supported: Assembler  
Minimum Memory: 320 bytes  
Maximum Memory: 128K bytes  
Maximum I/O Ports: 2  
Communications Protocols: Asynchronous, Synchronous  
Price: \$3,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to, Manufacturing Facility  
Date First Installed: January 1977  
Number Installed to Date: 300 - 1,000  
(See Vendor Profile Page V-28)

**SARASOTA AUTOMATION HURRY**  
System Dimensions: 8 x 8 1/2 x 1 1/2 in.  
Screen Dimensions: 5 1/4 x 8 in.  
Weight: 40 oz.  
Word Length: 8 bit  
Operating System: CP/M 2.2  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 256K bytes  
Maximum Memory: 520K bytes  
Maximum I/O Ports: 2  
Communications Protocols: LCC, 2710  
Price: \$2,000  
Vendor Sales Terms: Purchase, Lease

Screen Dimensions: 5 1/4 in. x 8 in.  
Weight: 40 oz.  
Word Length: 4 1/2 in.  
System Weight: 4 1/2 in.  
Word Length: 8 bit  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 32K bytes  
Maximum Memory: 144K bytes  
Maximum I/O Ports: 2  
Communications Protocols: 2780  
Price: \$1,574  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User, Third-Party  
Maintenance: Return to, Manufacturing Facility  
Date First Installed: 1981  
Number Installed to Date: 1,000 - 1,500  
(See Vendor Profile Page V-30)

**SARASOTA AUTOMATION HURRY HURRY**  
System Dimensions: 6 1/4 x 8 1/2 x 1 1/2 in.  
Screen Dimensions: 5 1/4 in. x 8 in.  
Weight: 40 oz.  
Word Length: 2.2 in.  
Operating System: CP/M 2.2  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 60K bytes  
Maximum Memory: 208K bytes  
Price: \$2,000  
Vendor Sales Terms: Purchase, Lease  
Maintenance: Return to, Manufacturing Facility  
Date First Installed: 1981

**SARASOTA AUTOMATION HURRY INTRINSICALLY SAFE**  
System Dimensions: 8 x 8 1/2 x 1 1/2 in.  
Screen Dimensions: 5 1/4 in. x 8 in.  
Weight: 40 oz.  
Word Length: 4 1/2 in.  
System Weight: 4 1/2 in.  
Word Length: 8 bit  
Operating System: CP/M 2.2  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 80K bytes  
Maximum Memory: 144K bytes  
Price: \$2,000  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to, Manufacturing Facility  
Number Installed to Date: 5,000 - 10,000

**SARASOTA AUTOMATION HURRY SPECIAL PERFORMANCE**  
System Dimensions: 8 x 8 1/2 x 1 1/2 in.  
Screen Dimensions: 5 1/4 in. x 8 in.  
Weight: 40 oz.  
Word Length: 8 bit  
Operating System: CP/M 2.2  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 256K bytes  
Maximum Memory: 520K bytes  
Maximum I/O Ports: 2  
Communications Protocols: LCC, 2710  
Price: \$2,000  
Vendor Sales Terms: Purchase, Lease

Distribution: End User, Third-Party  
Maintenance: Return to, Manufacturing Facility  
Date First Installed: 1981  
Number Installed to Date: 5,000 - 10,000

**SEBIA COMPUTER CORP. CHAMELION**  
System Dimensions: 19 1/2 x 18 x 8 in.  
Screen Dimensions: 8 in. x 25 in.  
Weight: 26 lb.  
Word Length: 8 bit  
Operating System: MS-DOS, CP/M 86  
Languages Supported: Cobol, Fortran, Basic, Pascal  
Minimum Memory: 700K bytes  
Maximum Memory: 700K bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Synchronous  
Price: \$1,995  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to, Manufacturing Facility  
Date First Installed: March 1983  
(See Vendor Profile Page V-31)

**SEBIA COMPUTER CORP. CHAMELION PLUS**  
System Dimensions: 19 1/2 x 18 x 8 in.  
Screen Dimensions: 8 in. x 25 in.  
Weight: 26 lb.  
Word Length: 8 bit  
Operating System: MS-DOS, CP/M 86  
Languages Supported: Cobol, Fortran, Basic, Pascal  
Minimum Memory: 700K bytes  
Maximum Memory: 700K bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Synchronous  
Price: \$2,995  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to, Manufacturing Facility  
Date First Installed: November 1983

**SHARP ELECTRONICS CORP. PC-1800A**  
System Dimensions: 1 x 7 7/8 x 9 1/8 in.  
Screen Dimensions: 1 in. x 26 in.  
System Weight: 32 oz.  
Word Length: 8 bit  
Minimum Memory: 8K bytes  
Maximum Memory: 24K bytes  
Maximum I/O Ports: 2  
Price: \$200  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to, Manufacturing Facility  
Date First Installed: 1982  
Number Installed to Date: 80,000  
(See Vendor Profile Page V-31)

**SHARP ELECTRONICS CORP. PC-2000**  
System Dimensions: 12 x 13 x 3 1/2 in.



## Transportables

Screen Dimensions: 16 in., 80 col.  
System Weight: 19 lb.  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol;  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 128K bytes  
Maximum Memory: 320K bytes  
Communications Protocols:  
Asynchronous  
Price: \$1,295  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: November 1983

**BOUY COMMUNICATIONS  
PRODUCTS CO.**  
BSC-76  
System Dimensions: 17 1/2 x 14 1/2 x  
3 1/2 in.  
Screen Dimensions: 8 in.; 25 lines;  
80 col.  
System Weight: 10 1/2 lb.  
Word Length: 8 bit  
Operating System: CP/M 2.2  
Languages Supported: Cobol;  
Fortran, Basic, Pascal, PL/I, C, Fort,  
C++  
Minimum Memory: 64K bytes  
Maximum Memory: 768K bytes  
Communications Protocols:  
Asynchronous  
Price: \$2,500  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: October 1982  
(See Vendor Profile Page V-32)

**STH ELECTRONICS**  
P80 P80B  
System Dimensions: 19 1/4 x 10 1/4 x  
3 1/4 in.  
System Weight: 13 lb.  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Communications Protocols:  
Asynchronous, Asynchronous  
Price: \$1,295  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party, Marco  
Date First Installed: May 1982  
Number Installed to Date: 5,000  
10,000  
(See Vendor Profile Page V-33)

**STRATHEGE TECH**  
THE TRAVELER PC  
Pkg Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 384 bytes  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$4,495  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site  
(See Vendor Profile Page V-37)

**TANBY CORP.**  
TBS-40 MODEL 100  
System Dimensions: 11 1/2 x 8 1/2 x 2  
in.  
Screen Dimensions: 8 in.; 40 col.  
System Weight: 3.8 lb.  
Word Length: 8 bit  
Languages Supported: Basic  
Minimum Memory: 8K bytes  
Maximum Memory: 32K bytes  
Communications Protocols:  
Asynchronous  
Price: \$799  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: 1983  
(See Vendor Profile Page V-38)

**TANBY CORP.**  
TBS-40 MODEL 4P  
System Dimensions: 16 1/2 x 12 1/2 x  
9 1/2 in.  
Screen Dimensions: 8 in.; 24 lines,  
80 col.  
System Weight: 26 lb.  
Word Length: 8 bit  
Operating System: TRS/DOS,  
CP/M+, LOGOS  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Price: \$1,799  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: 1983

**TELEMAN COMMUNICATIONS  
CORP.**  
DUMONT MAGNUM  
System Dimensions: 12 x 11 x 2 1/2 in.  
Screen Dimensions: 8 in.; 80 col.  
System Weight: 16 lb.  
Word Length: 16 bit  
Operating System: MS-DOS  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Communications Protocols:  
Asynchronous  
Price: \$2,500  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Remote Diagnostics  
Date First Installed: 1984  
(See Vendor Profile Page V-34)

**TELEMAN COMMUNICATIONS  
CORP.**  
TELEMAN 200/1  
System Dimensions: 9 1/2 x 13 x 2 1/2  
in.  
Screen Dimensions: 4 in.; 80 col.  
System Weight: 8 lb.  
Word Length: 8 bit  
Operating System: CP/M, UCSD P-  
System  
Languages Supported: Cobol;  
Fortran, Basic, Pascal, Assembler  
Minimum Memory: 4K bytes  
Maximum Memory: 256K bytes  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$2,995  
Vendor Sales Terms: Purchase  
Distribution: End User

Maintenance: Return to  
Manufacturing Facility  
Date First Installed: June 1982,  
1983

**TELEMAN COMMUNICATIONS  
CORP.**  
TELEMAN 1100  
System Dimensions: 9 1/2 x 13 x 2 1/2  
in.  
Screen Dimensions: 4 in.; 80 col.  
System Weight: 8 1/2 lb.  
Specific Applications: Text Editing,  
Word Length: 8 bit  
Operating System: CP/M, UCSD P-  
System  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 256K bytes  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$2,995  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: January 1983

**TELEMAN COMMUNICATIONS  
CORP.**  
TELEMAN 600  
System Dimensions: 9 1/2 x 13 x 2 1/2  
in.  
Screen Dimensions: 6 in.; 80 col.  
System Weight: 8 lb.  
Word Length: 8 bit  
Operating System: CP/M, UCSD P-  
System  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C, Pascal,  
Assembler  
Minimum Memory: 3K bytes  
Maximum Memory: 256K bytes  
Communications Protocols:  
Asynchronous  
Price: \$2,995  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Remote Diagnostics  
Date First Installed: June 1982

**TELEMAN COMMUNICATIONS  
CORP.**  
TELEMAN 4100  
System Dimensions: 9 1/2 x 13 x 2 1/2  
in.  
Screen Dimensions: 8 in.; 80 col.  
System Weight: 8 lb.  
Word Length: 8 bit  
Operating System: CP/M, UCSD P-  
System  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Assembler  
Minimum Memory: 4K bytes  
Maximum Memory: 256K bytes  
Communications Protocols:  
Asynchronous  
Price: \$3,500  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Remote Diagnostics  
Date First Installed: 1983

**TELEMAN COMMUNICATIONS  
CORP.**  
TELEMAN 8000  
System Dimensions: 9 1/2 x 13 x 4.5  
in.

Screen Dimensions: 16 in.; 80 col.  
System Weight: 10 lb.  
Word Length: 8 bit  
Operating System: CP/M, UCSD P-  
System  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Assembler  
Minimum Memory: 4K bytes  
Maximum Memory: 256K bytes  
Communications Protocols:  
Asynchronous  
Price: \$2,995  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Remote Diagnostics  
Date First Installed: June 1982

**TELEMAN COMMUNICATIONS  
CORP.**  
TELEMAN 8100  
System Dimensions: 9 1/2 x 13 x 4.5  
in.  
Screen Dimensions: 16 in.; 13 x 4.5  
in.  
System Weight: 10 lb.  
Word Length: 8 bit  
Operating System: CP/M, UCSD P-  
System  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Assembler  
Minimum Memory: 4K bytes  
Maximum Memory: 256K bytes  
Communications Protocols:  
Asynchronous  
Price: \$3,500  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Remote Diagnostics  
Date First Installed: 1983

**TELEVIEW SYSTEMS, INC.**  
TVC1  
System Dimensions: 15 x 18 x 7 1/2  
in.  
Screen Dimensions: 8 in.; 24 lines,  
80 col.  
System Weight: 30 lb.  
Word Length: 8 bit  
Operating System: CP/M, CP/M+  
Languages Supported: Cobol,  
Basic, Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$1,499  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: November 1983  
Number Installed to Date: 1,200,  
5,000  
(See Vendor Profile Page V-34)

**TELEVIEW SYSTEMS, INC.**  
TV-803H  
System Dimensions: 14 1/2 x 10 1/2 x  
14 1/2 in.  
Screen Dimensions: 14 in.; 24 lines,  
80 col.  
System Weight: 52 lb.  
Word Length: 8 bit  
Operating System: CP/M, CP/M+  
Languages Supported: Cobol,  
Basic, Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 75 Kbytes  
Maximum I/O Ports: 2

## Transportables • Small Business Systems

**Communications Protocols:**  
Asynchronous  
Price: \$3,395  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: September 1983  
Number Installed to Date: 5,000 - 10,000

**TEXAS INSTRUMENTS, INC.**  
**PORTABLE PROFESSIONAL**  
System Dimensions: 15 1/2 x 16.5 x 5.5 in.  
Screen Dimensions: 8 in., 25 lines, 80 col.  
System Weight: 22 lb.  
Word Length: 16 bit  
Operating System: MS-DOS, CPM  
N. UCSD P-system  
Languages Supported: Cobol, Fortran, Basic, Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Maximum I/O Ports: 8  
Communications Protocols: Asynchronous, BOLL, Bi-directional, ADCCP/HDLC, SOL/CMA, X.25  
Price: \$1,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party

**Vendor Sales Terms:** Purchase  
Date First Installed: 1984  
(See Vendor Profile Page V-36)

**VISUAL COMPUTER, INC.**  
**COMPUTER**  
System Dimensions: 15 x 16 x 13 in.  
Screen Dimensions: 16 lines, 80 col.  
System Weight: 16 lb.  
Word Length: 16 bit  
Specific Application: Word Processing  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS, CPM  
N. UCSD P-system  
Languages Supported: Cobol, Fortran, Basic, Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Maximum I/O Ports: 8  
Communications Protocols: Asynchronous, BOLL, Bi-directional, ADCCP/HDLC, SOL/CMA, X.25  
Price: \$1,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party

**Maintenance:** Return to Manufacturing Facility, Third-Party, MA/Service  
Date First Installed: September 1983  
Number Installed to Date: 10,000 - 50,000  
(See Vendor Profile Page V-36)

**ZENITH DATA SYSTEMS**  
**ZPS-161-21**  
System Dimensions: 6 1/2 x 16.5 x 8.3 in.  
Screen Dimensions: 6 in., 25 lines, 80 col.  
System Weight: 38 lb.  
Word Length: 8 bit  
Operating System: MS-DOS  
Languages Supported: Cobol, Fortran, Basic, Pascal  
Minimum Memory: 320K bytes  
Maximum Memory: 720K bytes  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous, Synchronous  
Price: \$2,399  
Vendor Sales Terms: Purchase  
Distribution: Third-Party

**Distribution:** End User, OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: February 1984  
(See Vendor Profile Page V-37)

**ZENITH DATA SYSTEMS**  
**ZPS-161-22**  
System Dimensions: 18.13 x 16.5 x 8.3 in.  
Screen Dimensions: 6 in., 25 lines, 80 col.  
System Weight: 41 lb.  
Word Length: 8 bit  
Operating System: MS-DOS  
Languages Supported: Cobol, Fortran, Basic, Pascal  
Minimum Memory: 300K bytes  
Maximum Memory: 720K bytes  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous, Synchronous  
Price: \$2,399  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Date First Installed: February 1984

## Small Business Systems

**ALCYON CORP.**  
**AM286 SINGLE BOARD COMPUTER**  
Plug Compatibility: DEC LSI-11  
Word Length: 16/32 bit  
Operating System: Regulus  
Languages Supported: Cobol, Fortran, Basic, Pascal, C, D, Mod  
Minimum Memory: 256K bytes  
Maximum Memory: 64M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Bi-directional  
Price: \$4,400  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Remote Diagnostic, Third-Party  
Date First Installed: March 1983  
Number Installed to Date: 150  
(See Vendor Profile Page V-1)

**ALCYON CORP.**  
**APR 8686 BACKBONE WORKSTATION**  
Plug Compatibility: DEC LSI-11  
Word Length: 16/32 bit  
Operating System: Regulus  
Languages Supported: Cobol, Fortran, Basic, Pascal, C, D, Mod  
Minimum Memory: 256K bytes  
Maximum Memory: 64M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Synchronous  
Price: \$9,950  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Date First Installed: December 1983  
Number Installed to Date: 1 - 10

**ALCYON CORP.**  
**APR WORKSTATION**  
Plug Compatibility: DEC LSI-11  
Word Length: 16/32 bit  
Operating System: Regulus  
Languages Supported: Cobol, Fortran, Basic, Pascal, C, D, Mod  
Minimum Memory: 256K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Synchronous  
Price: \$9,950  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Date First Installed: March 1983  
Number Installed to Date: 50 - 100

**ALCYON CORP.**  
**APR EXTENDED PROCESSOR WORKSTATION**  
Plug Compatibility: DEC LSI-11  
Word Length: 16/32 bit  
Operating System: Regulus  
Languages Supported: Cobol, Fortran, Basic, Pascal, C, D, Mod  
Minimum Memory: 512K bytes  
Maximum Memory: 64M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Synchronous  
Price: \$25,950  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Date First Installed: April 1983  
Number Installed to Date: 10 - 50

**ALPHA COMPUTER, INC.**  
**AC-3**  
Word Length: 8 bit  
Operating System: CPM  
Languages Supported: Cobol, Basic, Pascal, PL/I, C  
Minimum Memory: 64K bytes  
Maximum Memory: 64M bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols: Asynchronous  
Price: \$1,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Return to Manufacturing Facility, Third-Party  
Date First Installed: February 1981  
Number Installed to Date: 5,000 - 10,000  
(See Vendor Profile Page V-3)

**BURROUGHS CORP.**  
**855**  
Word Length: 16 bit  
Operating System: STOS, CPM, M, MS-DOS  
Languages Supported: Cobol, Fortran, Basic, Pascal  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Synchronous  
Price: \$4,000  
Vendor Sales Terms: Purchase

**Distribution:** End User, Third-Party  
Maintenance: On-Site, Return to Manufacturing Facility  
Date First Installed: June 1984  
(See Vendor Profile Page V-5)

**BURROUGHS CORP.**  
**865**  
Word Length: 8 bit  
Operating System: CML/CCP  
Languages Supported: Cobol, Basic, RPG, MPL, C  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 6  
Communications Protocols: Asynchronous, BOLL, Bi-directional, ADCCP/HDLC, SOL/CMA, X.25, HDLC  
Price: \$18,000  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$150

**BURROUGHS CORP.**  
**865**  
Word Length: 8 bit  
Operating System: CML  
Languages Supported: Cobol, Fortran, Basic, RPG  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Bi-directional  
Price: \$15,000  
Vendor Sales Terms: Purchase, Lease



## Small Business Systems

Asynchronous, Baysynchronous  
Price: \$20,000  
Vendor Sales Terms: Purchase,  
Lease  
Distributions: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party  
Monthly Maintenance: \$225  
Date First Installed: March 1975  
Number Installed to Date: 4,200  
(See Vendor Profile Page V-6)

**CEXTURY COMPUTER CORP.**  
WINDING 800  
Pkg Compatibility: IBM 3270  
Word Length: 8 bit  
Operating System: CP/M, MP/M,  
CP/M 86, MS-DOS  
Languages Supported: Cobol,  
Basic, Assembly  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 12  
Communications Protocols:  
Asynchronous, Baysynchronous  
Price: \$5,200  
Vendor Sales Terms: Purchase,  
Lease  
Distributions: OEM, Third-Party  
Maintenance: Remote Diagnosis,  
Third-Party, Dealers  
Monthly Maintenance: \$90  
Date First Installed: October 1982  
Number Installed to Date: 10-20

**CHARTER INFORMATION CORP.**  
CHARTER INFORMATION SYSTEM 4

Word Length: 8 bit  
Operating System: TURBO/DOS  
Languages Supported: Cobol,  
Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 1.7M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Baysynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase,  
Lease  
Distributions: End User  
Maintenance: On-Site, Remote  
Diagnosis, Return to  
Manufacturing Facility  
Monthly Maintenance: \$100  
Date First Installed: September  
1982  
Number Installed to Date: 50-100  
(See Vendor Profile Page V-4)

**CHI SYSTEMS, INC.**  
880/38  
Word Length: 16/32 bit  
Operating System: Regulus; Unix;  
RM/COS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 3  
Communications Protocols:  
Asynchronous, Baysynchronous  
Price: \$18,000  
Vendor Sales Terms: Purchase  
Distributions: OEM  
Maintenance: On-Site, Third-Party

Date First Installed: January 1983  
(See Vendor Profile Page V-8)

**CHI SYSTEMS, INC.**  
880/38  
Word Length: 16/32 bit  
Operating System: Regulus; Unix;  
RM/COS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 3  
Communications Protocols:  
Asynchronous, Baysynchronous  
Price: \$11,000  
Vendor Sales Terms: Purchase  
Distributions: OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: January 1983

**CHI SYSTEMS, INC.**  
880/38  
Word Length: 16/32 bit  
Operating System: Regulus;  
RM/COS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 512K bytes  
Multiple Users: Yes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Baysynchronous  
Price: \$24,000  
Vendor Sales Terms: Purchase  
Distributions: End User, Third-Party  
Maintenance: On-Site  
Date First Installed: January 1983

**CHI SYSTEMS, INC.**  
880/38  
Word Length: 16/32 bit  
Operating System: Regulus; Unix;  
RM/COS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 256K bytes  
Multiple Users: Yes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 32  
Communications Protocols:  
Asynchronous, Baysynchronous  
Price: \$27,000  
Vendor Sales Terms: Purchase  
Distributions: OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: January 1982

**COLORADO DATA SERVICES CORP.**  
880/38

Word Length: 8 bit  
Operating System: CP/M; TURBO/  
DOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, APL, PL/I  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous, Baysynchronous,  
SOL/CDMA  
Price: \$2,400  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM  
Maintenance: On-Site, Remote  
Diagnosis, Third-Party, In-house

Date First Installed: May 1981  
(See Vendor Profile Page V-7)

**COLORADO DATA SERVICES CORP.**  
880/38  
Word Length: 8 bit  
Operating System: TURBO/DOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I  
Minimum Memory: 64K bytes  
Maximum Memory: 320K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols:  
Asynchronous, Baysynchronous,  
SOL/CDMA  
Price: \$4,400  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM  
Maintenance: On-Site, Third-Party,  
In-house  
Date First Installed: October 1982  
Number Installed to Date: 500

**COLUMBIA DATA PRODUCTS, INC.**  
1800-4

Pkg Compatibility: IBM PC  
Word Length: 8 bit  
Operating System: MP/M 86  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SOL/CDMA  
Price: \$4,770  
Vendor Sales Terms: Purchase  
Maintenance: Third-Party, Self &  
In-house  
Date First Installed: 1982

**COMPSUG**  
816/16  
Word Length: 8/16  
Operating System: CP/M; MP/M  
Languages Supported: Cobol,  
Basic, PL/I  
Minimum Memory: 128K bytes  
Maximum Memory: 1.0M bytes  
Multiple Users: No  
Communications Protocols:  
SOL/CDMA  
Price: \$5,495  
Vendor Sales Terms: Purchase  
Distributions: Third-Party  
Maintenance: On-Site  
Date First Installed: April 1982  
(See Vendor Profile Page V-7)

**COMPSUG**  
816/8

Word Length: 16 bit  
Operating System: CP/M; MP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, Assembly  
Minimum Memory: 256K bytes  
Multiple Users: No  
Communications Protocols:  
SOL/CDMA  
Price: \$8,995  
Vendor Sales Terms: Purchase  
Distributions: Third-Party  
Maintenance: On-Site  
Date First Installed: 1982

**COMPSUG**  
816/C  
Word Length: 8/16  
Operating System: CP/M; MP/M

Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I,  
Assembly  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
SOL/CDMA  
Price: \$8,995  
Vendor Sales Terms: Purchase  
Distributions: Third-Party  
Maintenance: On-Site

**COMPSUG**  
818/0  
Word Length: 16 bit  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Assembly  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 12  
Communications Protocols:  
SOL/CDMA  
Price: \$13,995  
Vendor Sales Terms: Purchase  
Distributions: Third-Party  
Maintenance: On-Site  
Date First Installed: 1982

**COMPSUG**  
816/0  
Word Length: 16 bit  
Operating System: CP/M 86K  
Languages Supported: C  
Minimum Memory: 512K bytes  
Maximum Memory: 2.4M bytes  
Multiple Users: No  
Maximum I/O Ports: 6  
Communications Protocols:  
SOL/CDMA  
Price: \$14,995  
Vendor Sales Terms: Purchase  
Distributions: Third-Party  
Maintenance: On-Site  
Date First Installed: 1982

**COMPSUG**  
818/0  
Word Length: 16 bit  
Operating System: CP/M 86; MP/M  
86  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Assembly  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 12  
Communications Protocols:  
SOL/CDMA  
Price: \$14,995  
Vendor Sales Terms: Purchase  
Distributions: Third-Party  
Maintenance: On-Site  
Date First Installed: January 1984

**COMPSUG**  
816/2  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Assembly  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Vendor Sales Terms: Purchase  
Distributions: OEM

## Small Business Systems

Manufacturing Facility, Third-Party  
Data First Installed: 1983

### COMPUTING

#### COMPUPO 16

Word Length: 8/16 bit  
Operating System: MP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Assembler  
Minimum Memory: 1.0M bytes  
Multiple Users: 128  
Maximum I/O Ports: 7  
Communications Protocols:  
SOL/CNA  
Price: \$5,995  
Vendor Sales Terms: Purchase  
Distributor: Third-Party  
Maintenance: On-Site  
Data First Installed: 1983

### COMPUTER AUTOMATION

#### COMEX 166

Word Length: 16 bit  
Operating System: MP/M 86  
Languages Supported: Cobol,  
Basic, C  
Minimum Memory: 128K bytes  
Multiple Users: 16  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$8,000  
Distributor: End User, OEM  
Maintenance: Return to  
Manufacturing Facility  
Data First Installed: 1983  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-7)

### COMPUTER SHOP

#### SEACON

Word Length: 8/16 bit  
Operating System: MP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$8,000  
Vendor Sales Terms: Purchase,  
Lease  
Distributor: End User, Third-Party  
Maintenance: On-Site, Remote  
Diagnosis, Return to  
Manufacturing Facility, Third-Party  
Monthly Maintenance: \$80  
Data First Installed: November 1982  
Number Installed to Date: 500 - 1,000  
(See Vendor Profile Page V-8)

### COMPUTER SHOP

#### STARLITE SERIES

Word Length: 8/16 bit  
Operating System: CP/M; MS-DOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$3,500  
Vendor Sales Terms: Purchase,  
Lease  
Distributor: End User, Third-Party  
Maintenance: On-Site, Remote  
Diagnosis, Return to

Manufacturing Facility, Third-Party  
Monthly Maintenance: \$30  
Data First Installed: November 1982  
Number Installed to Date: 500 - 1,000

### COMPTON SYSTEMS, INC.

#### CONTROL CENTER 3

Word Length: 16 bit  
Operating System: CS-DOS, MS-DOS  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Multiple Users: Yes  
Communications Protocols: None  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distributor: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Data First Installed: August 1983  
Number Installed to Date: 300  
Number Installed to Date: 100 - 300  
(See Vendor Profile Page V-8)

### COMPTON SYSTEMS, INC.

#### CONTROL CENTER 3/MP

Word Length: 16 bit  
Operating System: CS-DOS  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Multiple Users: Yes  
Communications Protocols: None  
Price: \$19,000  
Vendor Sales Terms: Purchase  
Distributor: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Data First Installed: December 1983

### CISA GENERAL CORP.

#### CE120

Word Length: 16 bit  
Operating System: RDOs, AOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Plus  
Minimum Memory: 128K bytes  
Multiple Users: 2M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous, X.25  
Price: \$8,000  
Vendor Sales Terms: Purchase  
Distributor: End User, OEM  
Maintenance: On-Site, Remote  
Diagnosis, Return to  
Manufacturing Facility  
Monthly Maintenance: \$150  
Data First Installed: May 1982  
(See Vendor Profile Page V-9)

### CISA GENERAL CORP.

#### CE120C

Word Length: 16 bit  
Operating System: RDOs, AOS  
Languages Supported: Cobol,  
Basic

### CISA GENERAL CORP.

#### CE30A

Word Length: 16 bit  
Operating System: RDOs, AOS  
Languages Supported: Cobol,  
Basic  
Minimum Memory: 256K bytes  
Multiple Users: Yes

### Communications Protocols:

Asynchronous, Synchronous, X.25,

Price: \$13,000

Vendor Sales Terms: Purchase

Distributor: End User, OEM

Maintenance: On-Site, Remote

Diagnosis, Return to

Manufacturing Facility

Monthly Maintenance: \$250

Data First Installed: May 1982

### DATA GENERAL CORP.

#### CE800

Word Length: 16 bit  
Operating System: RDOs, AOS  
Languages Supported: Cobol,  
Basic  
Minimum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous, X.25,  
Price: \$28,000

Vendor Sales Terms: Purchase,

Lease

Distributor: End User, Remote

Maintenance: On-Site, Remote

Diagnosis, Return to

Manufacturing Facility

Monthly Maintenance: \$225

Data First Installed: May 1982

### DATA GENERAL CORP.

#### CE800C

Word Length: 16 bit  
Operating System: RDOs, AOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Plus

Minimum Memory: 256K bytes

Multiple Users: 2M bytes

Multiple Users: Yes

Communications Protocols:

Asynchronous, Synchronous, X.25

Price: \$28,000

Vendor Sales Terms: Purchase

Distributor: End User, OEM

Maintenance: On-Site, Remote

Diagnosis, Return to

Manufacturing Facility

Monthly Maintenance: \$150

Data First Installed: May 1982

(See Vendor Profile Page V-9)

### DATA GENERAL CORP.

#### CE120C

Word Length: 16 bit  
Operating System: RDOs, AOS  
Languages Supported: Cobol,  
Basic  
Minimum Memory: 256K bytes  
Multiple Users: Yes

Minimum Memory: 128K bytes

Multiple Users: Yes

Communications Protocols:

Asynchronous, ACC/PNLC,

SOL/CNA

Price: \$5,750

Vendor Sales Terms: Purchase,

Lease

Distributor: End User, OEM

Maintenance: On-Site

Diagnosis, Return to

Manufacturing Facility

Monthly Maintenance: \$250

Data First Installed: October 1982

### DIGITAL EQUIPMENT CORP.

#### DECIMATE 8

Word Length: 8 bit  
Operating System: CP/M; COS-310  
Languages Supported: Dool  
Minimum Memory: 8K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous

Vendor Sales Terms: Purchase

Distributor: Third-Party

Maintenance: On-Site

Diagnosis, Return to

Manufacturing Facility

Monthly Maintenance: \$245

Data First Installed: January 1983

### DIGITAL EQUIPMENT CORP.

#### POP-11/29 +

Word Length: 16 bit  
Operating System: REX-11M; REX-11M-PLUS; RSTS/E; DSD-11  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Plus, C, C++  
Minimum Memory: 512K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous

Price: \$21,000

Distributor: End User, OEM

Maintenance: On-Site, Remote

Diagnosis, Return to

Manufacturing Facility

Monthly Maintenance: \$245

### DIGITAL EQUIPMENT CORP.

#### POP-11/29 +

Word Length: 16 bit  
Operating System: RT-11; RSTS/E;  
REX-11M; DSD-11  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, Plus, C, C++  
Minimum Memory: 128K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous

Price: \$32,000

Vendor Sales Terms: Purchase

Distributor: End User, OEM

Maintenance: On-Site, Remote

Diagnosis, Return to

Manufacturing Facility

Monthly Maintenance: \$430

### DISPLAY DATA CORP.

#### DS88

Word Length: 8 bit  
Operating System: Inghr  
Languages Supported: Inghr  
Minimum Memory: 64K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous

Price: \$40,000

Vendor Sales Terms: Purchase

Distributor: End User

## Small Business Systems

**Maintenances:** On-Site  
Date First Installed: December 1983  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-12)

### BAN MICRO PRODUCTS, INC.

#### BAN MICRO 85

Word Length: 8 bit  
Operating System: DOS/MS  
Languages Supported: Basic  
Assembly  
Minimum Memory: 48K bytes  
Maximum Memory: 200K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 7  
Communications Protocols:  
Asynchronous  
Price: \$2,995  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: June 1982  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-12)

### BAN MICRO PRODUCTS, INC.

#### BAN MICRO 85

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol  
Fortran, Basic, Pascal, APL, Fortran  
Minimum Memory: 48K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 6  
Communications Protocols:  
Asynchronous  
Price: \$3,000  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM, Third-Party  
Maintenance: On-Site  
Date First Installed: December 1983  
Number Installed to Date: 50 - 100

### BIRMINGHAM SYSTEMS, INC.

#### POPPY

Word Length: 16 bit  
Operating System: MS-DOS,  
Concurrent CP/M, MDOS/2  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, PL/I, C  
Minimum Memory: 128K bytes  
Maximum Memory: 150K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 6  
Communications Protocols:  
Asynchronous, Synchronous,  
SOL/CSDNA  
Price: \$4,000  
Vendor Sales Terms: Purchase  
Distributions: End User, Third-Party  
Maintenance: Third-Party  
(See Vendor Profile Page V-12)

### BIRMINGHAM SYSTEMS, INC.

#### POPPY 2

Word Length: 16 bit  
Operating System: Zax  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 256K bytes  
Maximum Memory: 1.1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 15  
Communications Protocols:

Asynchronous, Synchronous,  
SOL/CSDNA

Price: \$9,500

Vendor Sales Terms: Purchase  
Distributions: End User, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: June 1983

### BYNASTYTE

#### MONARCH 8500

Word Length: 8 bit  
Operating System: MP/M, CP/M,  
Casio-8  
Languages Supported: Cobol,  
Basic, Pascal, PL/I  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$9,995  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: October 1983

### BYNASTYTE

#### MONARCH 8500

Word Length: 8 bit  
Operating System: MP/M, CP/M,  
Casio-8  
Languages Supported: Cobol,  
Basic, Pascal, PL/I  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$9,995  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: October 1983

### BYNASTYTE

#### MONARCH 8500

Word Length: 8 bit  
Operating System: CP/M, MP/M,  
Casio-8, SACT/75  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous, Synchronous,  
SOL/CSDNA  
Price: \$9,995  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party,  
OEM  
Date First Installed: September  
1982  
Number Installed to Date: 500 -  
1,000

### BYNASTYTE

#### MONARCH 8500

Word Length: 8 bit  
Operating System: CP/M, MP/M,  
SACT/75, Casio-8  
Languages Supported: Cobol,

Fortran, Basic, Pascal, PL/I

Minimum Memory: 256K bytes

Maximum Memory: 1M bytes

Multiple Users: Yes

Maximum I/O Ports: 16

Communications Protocols:

Asynchronous, Synchronous,  
SOL/CSDNA

Price: \$5,995

Vendor Sales Terms: Purchase

Distributions: OEM, Third-Party

Maintenance: On-Site, Remote

Diagnosis: Return to

Manufacturing Facility

Date First Installed: September  
1982

Number Installed to Date: 500 -  
1,000

### EPSON AMERICA, INC.

#### OS-16

Word Length: 8 bit  
Operating System: Vektron, CP/M,  
MS-DOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, C  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$2,495  
Vendor Sales Terms: Purchase  
Distributions: Third-Party  
Maintenance: Return to  
Manufacturing Facility

Date First Installed: February 1983

(See Vendor Profile Page V-14)

### FOUR-PHASE SYSTEMS, INC.

#### 3900 SERIES SYSTEM 228

Word Length: 8 bit  
Operating System: DOS  
Languages Supported: Cobol,  
Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 384K bytes  
Multiple Users: Yes, 4  
Communications Protocols:  
Asynchronous, Synchronous,  
SOL/CSDNA, 2780, 3780, 3270  
Price: \$7,000  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM  
Maintenance: On-Site  
Date First Installed: June 1983  
(See Vendor Profile Page V-14)

### FOUR-PHASE SYSTEMS, INC.

#### 3900 SERIES SYSTEM 348

Word Length: 8 bit  
Operating System: DOS  
Languages Supported: Cobol,  
Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous,  
SOL/CSDNA  
Price: \$13,000  
Vendor Sales Terms: Purchase  
Distributions: End User, OEM  
Maintenance: On-Site  
Date First Installed: June 1983

### FOUR-PHASE SYSTEMS, INC.

#### 3900 SERIES SYSTEM 290

Word Length: 8 bit

Operating System: DOS

Languages Supported: Cobol,  
Basic

Minimum Memory: 512K bytes

Maximum Memory: 1.8M bytes

Multiple Users: Yes, 8

Communications Protocols:

Asynchronous, Synchronous,  
SOL/CSDNA

Price: \$20,000

Vendor Sales Terms: Purchase

Distributions: End User, OEM

Maintenance: On-Site

Date First Installed: June 1983

### FRANLIN COMPUTER CORP.

#### ACE 1280 GMS

Word Length: 8 bit  
Operating System: CP/M, DOS  
Languages Supported: Basic,  
Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: 10  
Communications Protocols:  
Asynchronous  
Price: \$2,295  
Vendor Sales Terms: Purchase  
Distributions: Third-Party  
Maintenance: Third-Party  
Date First Installed: August 1983  
(See Vendor Profile Page V-13)

### GENERAL AUTOMATION

#### ZEBRA 700

Word Length: 32 bit  
Operating System: Xerox  
Languages Supported: C, Basic,  
PL/I, Cobol  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 6  
Communications Protocols:  
Asynchronous, 2780, 3780, 3270  
Price: \$11,000  
Vendor Sales Terms: Purchase  
Distributions: Third-Party  
Maintenance: On-Site  
Date First Installed: March 1984  
Number Installed to Date: 500 -  
1,000  
(See Vendor Profile Page V-15)

### GENERAL AUTOMATION

#### ZEBRA 700

Word Length: 32 bit  
Operating System: Pcb  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, 2780, 3780, 3270  
Price: \$9,500  
Vendor Sales Terms: Purchase  
Distributions: Third-Party  
Maintenance: On-Site  
Date First Installed: March 1984  
Number Installed to Date: 500 -  
1,000

### GENERAL AUTOMATION

#### ZEBRA 500

Word Length: 32 bit  
Operating System: Xerox  
Languages Supported: Basic  
Minimum Memory: 256K bytes

## Small Business Systems

Maximum Memory: 256K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 10  
Communications Protocols:  
Asynchronous, 2780, 3780, 3270,  
Asynchronous  
Price: \$21,425  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: February 1983  
Number Installed to Date: 500 -  
1,000

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 32 bit  
Operating System: Xerox  
Languages Supported: C, C++,  
Pascal  
Minimum Memory: 1M bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 16  
Communications Protocols:  
Asynchronous, 2780, 3780, 3270  
Price: \$28,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: February 1984  
Number Installed to Date: 500 -  
1,000

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 32 bit  
Operating System: Pk  
Languages Supported: Basic,  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 28  
Communications Protocols:  
Asynchronous, 2780, 3780, 3270  
Price: \$28,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: February 1984  
Number Installed to Date: 500 -  
1,000

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 32 bit  
Operating System: Pk  
Languages Supported: Basic,  
Minimum Memory: 1M bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, 2780, 3780, 3270  
Price: \$26,300  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: June 1983  
Number Installed to Date: 500 -  
1,000

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 32 bit  
Operating System: Pk  
Languages Supported: Basic,  
Minimum Memory: 1M bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, 2780, 3780, 3270  
Price: \$26,300  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: June 1983  
Number Installed to Date: 500 -  
1,000

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 32 bit  
Operating System: Pk  
Languages Supported: Basic,  
Minimum Memory: 1M bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, 2780, 3780, 3270  
Price: \$26,300  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: June 1983  
Number Installed to Date: 500 -  
1,000

Minimum Memory: 54K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Asynchronous  
Price: \$9,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Monthly Maintenance: \$150  
Date First Installed: 1979  
Number Installed to Date: 1,000 -  
A,000  
(See Vendor Profile Page V-15)

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 32 bit  
Operating System: DEC LSI Series  
Languages Supported: C, C++,  
Pascal  
Minimum Memory: 1M bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: Yes, 84  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$12,000  
Vendor Sales Terms: Purchase  
Maintenance: Third-Party  
Monthly Maintenance: \$150  
Date First Installed: July 1983  
Number Installed to Date: 50 - 100

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 32 bit  
Operating System: DEC PDP-11  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, RPG,  
Assembler  
Minimum Memory: 54K bytes  
Maximum Memory: 4.0M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Asynchronous  
Price: \$2,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Third-Party  
Monthly Maintenance: \$90  
Date First Installed: 1981  
Number Installed to Date: 100 - 500

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 32 bit  
Operating System: Pk  
Languages Supported: Basic,  
Minimum Memory: 54K bytes  
Maximum Memory: 54K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$3,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site  
Monthly Maintenance: \$100  
Date First Installed: 1981  
(See Vendor Profile Page V-16)

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 32 bit  
Operating System: Pk  
Languages Supported: Basic,  
Minimum Memory: 54K bytes  
Maximum Memory: 54K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$3,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site  
Monthly Maintenance: \$100  
Date First Installed: 1981  
(See Vendor Profile Page V-16)

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 32 bit  
Operating System: Pk  
Languages Supported: Basic,  
Minimum Memory: 54K bytes  
Maximum Memory: 54K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$3,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site  
Monthly Maintenance: \$100  
Date First Installed: 1981  
(See Vendor Profile Page V-16)

Minimum Memory: 54K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Asynchronous  
Price: \$20,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$90  
Date First Installed: 1978

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 16 bit  
Operating System: GCOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, RPG,  
Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 12  
Communications Protocols:  
Asynchronous  
Price: \$28,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$175  
Date First Installed: 1981  
(See Vendor Profile Page V-17)

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 16 bit  
Operating System: GCOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, RPG,  
Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 14  
Communications Protocols:  
Asynchronous, Asynchronous,  
ADCP/HDL, SOL/GNA,  
LDC/CPD  
Price: \$30,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$200  
Date First Installed: 1981

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 16 bit  
Operating System: GCOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, RPG,  
Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$18,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$175

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 16 bit  
Operating System: GCOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, RPG,  
Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$18,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$175

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 16 bit  
Operating System: GCOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, RPG,  
Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$18,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$175

Date First Installed: March 1982

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 8 bit  
Languages Supported: Basic,  
Minimum Memory: 54K bytes  
Maximum Memory: 128K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Asynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site  
Monthly Maintenance: \$90  
Date First Installed: September 1981  
(See Vendor Profile Page V-17)

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 8 bit  
Operating System: SSP  
Languages Supported: Cobol,  
Fortran, Basic, RPG  
Minimum Memory: 52K bytes  
Maximum Memory: 128K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SOL/GNA  
Price: \$20,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: December 1977  
Number Installed to Date: 50,000 -  
100,000

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 16 bit  
Languages Supported: Cobol,  
Fortran, Basic, RPG, Assembler  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 16  
Communications Protocols:  
Asynchronous, Asynchronous,  
ADCP/HDL, SOL/GNA,  
LDC/CPD  
Price: \$40,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site  
Monthly Maintenance: \$200  
Date First Installed: July 1983

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 16 bit  
Operating System: GCOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, RPG,  
Assembler  
Minimum Memory: 160K bytes  
Maximum Memory: 7.0M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 16  
Communications Protocols:  
Asynchronous, Asynchronous,  
ADCP/HDL, SOL/GNA, X.25,  
3270, 2780, 3780  
Price: \$7,000  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 16 bit  
Operating System: GCOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, RPG,  
Assembler  
Minimum Memory: 160K bytes  
Maximum Memory: 7.0M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 16  
Communications Protocols:  
Asynchronous, Asynchronous,  
ADCP/HDL, SOL/GNA, X.25,  
3270, 2780, 3780  
Price: \$7,000  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site

### GENERAL AUTOMATION

**ZENITH 3000**  
Word Length: 16 bit  
Operating System: GCOS  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, RPG,  
Assembler  
Minimum Memory: 160K bytes  
Maximum Memory: 7.0M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 16  
Communications Protocols:  
Asynchronous, Asynchronous,  
ADCP/HDL, SOL/GNA, X.25,  
3270, 2780, 3780  
Price: \$7,000  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site

## Small Business Systems

Monthly Maintenance: \$120  
Date First Installed: March 1982  
Number Installed to Date: 5,000  
(See Vendor Profile Page V-17)

**NO. 1 SYSTEM 36**  
Word Length: 40 bit  
Operating System: DMF3  
Languages Supported: Cobol, Assembly  
Minimum Memory: 80K bytes  
Maximum Memory: 1.2M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 20  
Communications Protocols: Asynchronous, Synchronous, ADDPCALC, SOLCISA, X.25, KL, CO  
Price: \$55,000  
Vendor Sales Terms: Purchase, Rental, Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site, Remote Diagnostics, Third-Party  
Monthly Maintenance: \$600  
Number Installed to Date: 1,000 - 5,000

**INDEPENDENT BUSINESS SYSTEMS, INC. LATHAM**  
Word Length: 8/16 bit  
Operating System: BS-PHET - TURBOCOOL  
Languages Supported: Cobol, Fortran, Basic, Pascal, C  
Minimum Memory: 64K bytes  
Maximum Memory: 2.1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 18  
Communications Protocols: Asynchronous, Synchronous  
Price: \$7,500  
Vendor Sales Terms: Purchase, Lease  
Distribution: OEM  
Maintenance: On-Site, Third-Party  
Number Installed to Date: 300  
(See Vendor Profile Page V-17)

**INDUSTRIAL COMPUTER DESIGN, INC. VANTAGE POINT COMPUTER**  
Word Length: 8 bit  
Operating System: CP/M, MP/M, TURBOCOOL  
Languages Supported: Basic, Pascal, Assembly  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols: Asynchronous, X.25  
Price: \$8,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Remote Diagnostics, Return to Manufacturing Facility  
Date First Installed: June 1984  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-17)

**INTERTEC HEADSTART**  
Word Length: 8/16 bit

Operating System: CPM, LAN DOS, MS-DOS  
Languages Supported: Basic  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Synchronous  
Price: \$5,900  
Distribution: Third-Party  
Maintenance: Remote Diagnostics, Return to Manufacturing Facility, Third-Party, Backup Plans  
Date First Installed: 1984  
(See Vendor Profile Page V-18)

**LOGICAL BUSINESS MACHINES L-RT**  
Prog Compatibility: IBM PC-XT  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols: SOLCISA  
Price: \$5,900  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: February 1984  
(See Vendor Profile Page V-20)

**NO. 1 SYSTEM 36**  
Word Length: 16 bit  
Operating System: Basic  
Languages Supported: Cobol, Basic  
Minimum Memory: 96K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 12  
Communications Protocols: Asynchronous, Synchronous  
Price: \$25,000  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Monthly Maintenance: \$200  
Date First Installed: November 1981  
Number Installed to Date: 600  
(See Vendor Profile Page V-20)

**NO. 1 SYSTEM 36**  
Word Length: 32 bit  
Operating System: Basic  
Languages Supported: Cobol, Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols: Asynchronous, Synchronous  
Price: \$55,000  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User, Third-Party  
Maintenance: Remote Diagnostics, Return to Manufacturing Facility  
Date First Installed: September 1983  
Number Installed to Date: 300

**INFORMATION CORP. 4000 SERIES**  
Word Length: 8 bit  
Languages Supported: Basic, Assembly  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 12  
Communications Protocols: Asynchronous, Synchronous  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Date First Installed: December 1979  
Number Installed to Date: 800  
(See Vendor Profile Page V-21)

**INFORMATION, INC. M-SYSTEM**  
Word Length: 8/16 bit  
Operating System: CP/M, MP/M, TURBOCOOL  
Languages Supported: Cobol, Fortran, Basic, Pascal, RPL, APL, P/L, C  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 17  
Communications Protocols: Asynchronous, Synchronous  
Price: \$11,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Third-Party, TFW  
Date First Installed: June 1980  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-21)

**INFORMATION, INC. MAURER**  
Word Length: 8/16 bit  
Operating System: CP/M, MP/M, TURBOCOOL  
Languages Supported: Cobol, Fortran, Basic, Pascal, RPL, APL, P/L, C  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 17  
Communications Protocols: Asynchronous, Synchronous  
Price: \$11,200  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Third-Party, TFW  
Date First Installed: August 1981  
Number Installed to Date: 1,000 - 5,000

**INFORMATION, INC. M-SYSTEM**  
Word Length: 8 bit  
Operating System: CP/M, MP/M, MP/MET  
Languages Supported: Cobol, Fortran, Basic, Pascal, RPL, APL, P/L, C  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 7  
Communications Protocols: Asynchronous, Synchronous

Price: \$6,900  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Third-Party, TFW  
Date First Installed: March 1980  
Number Installed to Date: 500 - 1,000

**NO. 1 SYSTEM 36**  
Word Length: 16 bit  
Operating System: MACROS  
Languages Supported: Cobol  
Minimum Memory: 512K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 18  
Communications Protocols: Asynchronous, Synchronous  
Price: \$24,200  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User  
Maintenance: On-Site, Remote Diagnostics  
Date First Installed: December 1980  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-23)

**NO. 1 SYSTEM 36**  
Word Length: 16 bit  
Operating System: IMOS V, MACROS  
Languages Supported: Cobol  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Synchronous  
Price: \$25,200  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: March 1981  
Number Installed to Date: 5,000

**NO. 1 INFORMATION SYSTEMS ASTRAL 216**  
Word Length: 16 bit  
Operating System: ITOS  
Languages Supported: Cobol, Fortran, Basic, Assembly  
Minimum Memory: 256K bytes  
Maximum Memory: 504K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols: Asynchronous, Synchronous  
Price: \$11,800  
Vendor Sales Terms: Purchase, Lease  
Distribution: Third-Party  
Maintenance: On-Site, Third-Party  
Monthly Maintenance: \$120  
Date First Installed: June 1979  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-24)

**NO. 1 INFORMATION SYSTEMS ASTRAL 220**  
Word Length: 16 bit  
Operating System: DOS  
Languages Supported: Cobol, Fortran, Basic, Assembly  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes



## Small Business Systems

**Maximum I/O Ports:** 16  
**Communications Protocols:**  
 Asynchronous, Synchronous  
**Price:** \$13,500  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Third-Party  
**Monthly Maintenance:** \$140  
**Date First Installed:** June 1979

**NDC INFORMATION SYSTEMS**  
**ADTRA 336**  
**Word Length:** 16 bit  
**Operating System:** TROS  
**Language(s) Supported:** Cobol, Fortran, Basic, Assembler  
**Minimum Memory:** 384K bytes  
**Maximum Memory:** 768K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 20  
**Communications Protocols:**  
 Asynchronous, Synchronous  
**Price:** \$21,900  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Third-Party  
**Monthly Maintenance:** \$320  
**Date First Installed:** June 1979  
**Number Installed to Date:** 100 - 800

**NDC INFORMATION SYSTEMS**  
**ADTRA 379**  
**Word Length:** 16 bit  
**Operating System:** TROS  
**Language(s) Supported:** Cobol, Fortran, Basic, Assembler  
**Minimum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 20  
**Communications Protocols:**  
 Asynchronous, Synchronous  
**Price:** \$27,000  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** Third-Party  
**Monthly Maintenance:** \$375  
**Date First Installed:** November 1981

**NEXCORP COMPUTER CORP.**  
**8448**  
**Word Length:** 16 bit  
**Operating System:** NOS  
**Language(s) Supported:** Editor  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Synchronous  
**Price:** \$30,000  
**Vendor Sales Terms:** Purchase, Rental  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Date First Installed:** February 1982  
**(See Vendor Profile Page V-24)**

**NORTHSTAR COMPUTERS, INC.**  
**ADVANTAGE 8/16**  
**Word Length:** 8/16 bit  
**Operating System:** TRS, MS-DOS, CP/M  
**Language(s) Supported:** Cobol, Fortran, Basic, Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Maximum I/O Ports:** 7

**Communications Protocols:**  
 Asynchronous, Synchronous  
**Price:** \$3,000  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Monthly Maintenance:** \$38  
**Date First Installed:** 1981  
**Number Installed to Date:** 16,000 - 30,000  
**(See Vendor Profile Page V-24)**

**NORTHSTAR COMPUTERS, INC.**  
**KRCDN 8/16 TURBO DOS**  
**Word Length:** 8/16 bit  
**Operating System:** TRS; DOS, TSO, CP/M  
**Language(s) Supported:** Cobol, Fortran, Basic, Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 32  
**Communications Protocols:**  
 Asynchronous, Synchronous  
**Price:** \$3,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Monthly Maintenance:** \$32  
**Date First Installed:** September 1983  
**Number Installed to Date:** 10,000 - 50,000

**NORTHSTAR COMPUTERS, INC.**  
**NORTHSTAR DIMENSION**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Language(s) Supported:** Cobol, Fortran, Basic  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Asynchronous, Synchronous, SDC/SDMA  
**Price:** \$7,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Monthly Maintenance:** \$37

**OCTAGON COMPUTER SYSTEMS, INC.**  
**OCTAGON 8/16**  
**Word Length:** 8/16 bit  
**Operating System:** Yes, CP/M 86, MS-DOS, Concurrent CP/M  
**Language(s) Supported:** Cobol, Fortran, Basic, Pascal, C, Mosaic, C++  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 15M bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Asynchronous, Synchronous, SDC/SDMA, S2S  
**Price:** \$7,300  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Date First Installed:** July 1983  
**(See Vendor Profile Page V-25)**

**ONE COMPUTER CORP.**  
**2518 32**  
**Word Length:** 8 bit  
**Operating System:** CP/M, Mosaic, MP/M

**Language(s) Supported:** Cobol, Fortran, Basic, Pascal, PL/I  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 2.1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 86  
**Communications Protocols:**  
 Asynchronous, Synchronous DTR  
**Price:** \$10,800  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party, RCA  
**Date First Installed:** August 1982  
**Number Installed to Date:** 100 - 500  
**(See Vendor Profile Page V-25)**

**ONE COMPUTER CORP.**  
**2518 32/16**  
**Word Length:** 8/16 bit  
**Operating System:** CP/M, Mosaic, MP/M  
**Language(s) Supported:** Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 8.1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Asynchronous, Synchronous DTR  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party, RCA  
**Date First Installed:** February 1983

**ONE COMPUTER CORP.**  
**2518 4**  
**Word Length:** 8 bit  
**Operating System:** CP/M, MP/M, Mosaic  
**Language(s) Supported:** Cobol, Fortran, Basic, Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 320K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 10  
**Communications Protocols:**  
 Synchronous  
**Price:** \$4,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, RCA  
**Monthly Maintenance:** \$75  
**Number Installed to Date:** 1,000 - 5,000

**ONE COMPUTER CORP.**  
**2518 4/16**  
**Word Length:** 4/16  
**Operating System:** Mosaic  
**Language(s) Supported:** Cobol, Fortran, Basic, Pascal, PL/I  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 320K bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Asynchronous, Synchronous DTR  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party, RCA

**Date First Installed:** February 1983

**PERITE COMPUTER CORP.**  
**8448**  
**Word Length:** 32 bit  
**Operating System:** Cobol  
**Language(s) Supported:** Cobol, Basic, APL, SMC  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes, 17  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$15,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party, RCA  
**Date First Installed:** June 1983  
**Number Installed to Date:** 50 - 90  
**(See Vendor Profile Page V-26)**

**PERITE COMPUTER CORP.**  
**871732 336**  
**Word Length:** 32 bit  
**Operating System:** OS-3000, Unix  
**Language(s) Supported:** Cobol, Basic, APL, SMC  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes, 32  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$5,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party, RCA  
**Date First Installed:** October 1983  
**Number Installed to Date:** 50 - 150

**PLESSEY PERIPHERAL SYSTEMS, INC.**  
**3568**  
**Word Length:** 16 bit  
**Operating System:** RSX-11M, RT/11, RT/11TSX, RT-11/TSX, RT-11/TSX+  
**Language(s) Supported:** Cobol, Fortran, Basic, Basic Plus, RPG, APL  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Asynchronous, SDC, Synchronous, SDC/SDMA, Synchronous  
**Price:** \$6,300  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$150  
**Date First Installed:** April 1982  
**Number Installed to Date:** 1,000 - 5,000  
**(See Vendor Profile Page V-27)**

**PLESSEY PERIPHERAL SYSTEMS, INC.**  
**8448**  
**Word Length:** 16 bit  
**Operating System:** RSX-11M, RT/11, RT/11TSX+  
**Language(s) Supported:** Cobol, Fortran, Basic, Basic Plus, RPG, APL  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Asynchronous, SDC/SDMA, Synchronous

## Small Business Systems

Price: \$11,400  
Maintenance: On-Site  
Number Installed to Date: 1,000 - 5,000

**PLSSEY PERIPHERAL SYSTEMS, INC.**  
8800 W780  
Word Length: 16 bit

Operating System: PSE-11M, RTSGE, Mumps, RT-11/TSK-1  
Languages Supported: Cobol, Fortran, Basic, Basic Plus, RPG, Minimum Memory: 256K bytes  
Multiple Users: Yes  
Maintenance: On-Site  
Distribution: End User, OEM  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-30)

**Q1 CORP.**  
Q1-0000  
Word Length: 16 bit

Operating System: User  
Languages Supported: Basic  
Minimum Memory: 256K bytes  
Multiple Users: Yes  
Maintenance: On-Site  
Distribution: End User, OEM  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-30)

**Q1 CORP.**  
Q1-0000 DESKTOP  
Word Length: 16 bit

Operating System: User  
Languages Supported: C Basic  
Minimum Memory: 256K bytes  
Multiple Users: Yes  
Maintenance: On-Site  
Distribution: End User, OEM  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-30)

**Q1 CORP.**  
Q1-0000  
Word Length: 8 bit

Operating System: Q1, CP/M  
Languages Supported: PL/I  
Minimum Memory: 16K bytes  
Multiple Users: Yes  
Maintenance: On-Site  
Distribution: End User, OEM  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-30)

Vendor Sales Terms: Purchase, Lease  
Distribution: End User, OEM  
Maintenance: On-Site, Return to Manufacturing Facility  
Date First Installed: January 1977  
Number Installed to Date: 500 - 1,000

**Q1 CORP.**  
Q1-0000  
Word Length: 8 bit  
Operating System: Q1, CP/M  
Languages Supported: PL/I  
Minimum Memory: 16K bytes  
Multiple Users: Yes  
Maintenance: On-Site  
Distribution: End User, OEM  
Number Installed to Date: 500 - 1,000

**RAIR COMPUTER CORP.**  
RAIR BUSINESS COMPUTER  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol, Fortran, Basic, Basic Plus, Basic Plus 2, Pascal, APL, C  
Minimum Memory: 512K bytes  
Multiple Users: Yes, 4  
Maintenance: On-Site  
Distribution: End User, OEM  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-30)

**RAYTHEON CO.**  
R00 800A/100 8000  
Word Length: 16 bit  
Operating System: CP/M 86, MS-DOS

Languages Supported: Cobol, Fortran, Basic, Pascal, C Basic  
Minimum Memory: 512K bytes  
Multiple Users: Yes  
Maintenance: On-Site  
Distribution: End User, OEM  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-30)

**RETAIL SOLUTIONS, INC.**  
THE RETAILER  
Word Length: 16 bit

Operating System: PC/MOS  
Languages Supported: Basic, C Basic  
Minimum Memory: 128K bytes

Minimum Memory: 512K bytes  
Multiple Users: Yes  
Maintenance: On-Site  
Distribution: End User, OEM  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-30)

**SENDER DATA PRODUCTS**  
S101  
Word Length: 16 bit  
Operating System: CP/M 86, MS-DOS  
Languages Supported: Cobol, Fortran, Basic, Pascal, C Basic  
Minimum Memory: 128K bytes  
Multiple Users: Yes  
Maintenance: On-Site  
Distribution: End User, OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
(See Vendor Profile Page V-30)

**SENDER DATA PRODUCTS**  
S201  
Word Length: 16 bit  
Operating System: CP/M 86, MS-DOS  
Languages Supported: Cobol, Fortran, Basic, Pascal, C Basic  
Minimum Memory: 128K bytes  
Multiple Users: Yes  
Maintenance: On-Site  
Distribution: End User, OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
(See Vendor Profile Page V-30)

**SENDER DATA PRODUCTS**  
S301  
Word Length: 16 bit  
Operating System: CP/M 86, MS-DOS  
Languages Supported: Cobol, Fortran, Basic, Pascal, C Basic  
Minimum Memory: 128K bytes  
Multiple Users: Yes  
Maintenance: On-Site  
Distribution: End User, OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
(See Vendor Profile Page V-30)

**SENDER DATA PRODUCTS**  
V-301  
Word Length: 16 bit  
Operating System: OS/2, Mumps  
Languages Supported: Cobol, Basic, Pascal, Mumps  
Minimum Memory: 128K bytes

Minimum Memory: 1M bytes  
Multiple Users: Yes  
Maintenance: On-Site  
Distribution: End User, OEM  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-30)

**SENDER DATA PRODUCTS**  
V-302  
Word Length: 16 bit  
Operating System: OS/2, Mumps  
Languages Supported: Cobol, Basic, Pascal, Mumps  
Minimum Memory: 128K bytes  
Multiple Users: Yes  
Maintenance: On-Site  
Distribution: End User, OEM, Third-Party  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-30)

**SENDER DATA PRODUCTS**  
V-303  
Word Length: 16 bit  
Operating System: OS/2, OS/2S, Mumps  
Languages Supported: Cobol, Basic, Pascal, Mumps  
Minimum Memory: 128K bytes  
Multiple Users: Yes  
Maintenance: On-Site  
Distribution: End User, OEM, Third-Party  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-30)

**SENDER DATA PRODUCTS**  
V-304  
Word Length: 16 bit  
Operating System: OS/2, OS/2S, Mumps  
Languages Supported: Cobol, Basic, Pascal, Mumps  
Minimum Memory: 128K bytes  
Multiple Users: Yes  
Maintenance: On-Site  
Distribution: End User, OEM, Third-Party  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-30)

**SENDER DATA PRODUCTS**  
V-305  
Word Length: 16 bit  
Operating System: OS/2, OS/2S, Mumps  
Languages Supported: Cobol, Basic, Pascal, Mumps  
Minimum Memory: 128K bytes  
Multiple Users: Yes  
Maintenance: On-Site  
Distribution: End User, OEM, Third-Party  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-30)

## Small Business Systems

**Overhaul** Third-Party  
Maintenance Third-Party  
Number Installed to Date: 100-500

### SHORE BANK

#### SHOREBANKING

V-84

Word Length: 16 bit  
Operating System: OS/9, Mumps, SDCS  
Languages Supported: Cobol  
Basic, Pascal, Mumps  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$4,325  
Distribution: Third-Party  
Number Installed to Date: 100-500

### SOLUTION, INC.

#### SOLUTION 7000

Word Length: 16 bit  
Operating System: MP/II  
Languages Supported: Cobol, PL/I  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$15,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote  
Diagnosis  
Date First Installed: 1983  
Number Installed to Date: 50  
(See Vendor Profile Page V-32)

### SOUTHERN COMPUTER

#### SYSTEMS, INC.

SCS-5000

Word Length: 8/16 bit  
Operating System: CP/M, MS-DOS, NP/M, TURBOC  
Languages Supported: Cobol  
Fortran, Basic, RPG, PL/I, Assembly  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Minimum I/O Ports: 24  
Communications Protocols:  
Asynchronous  
Price: \$25,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: April 1980  
Number Installed to Date: 10-50  
(See Vendor Profile Page V-32)

### SPERRY CORP.

#### SC-30 SYSTEM

Word Length: 16 bit  
Operating System: OS/9  
Languages Supported: Cobol,  
Fortran, Basic, RPG, Assembly  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$32,728  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User

Maintenance: On-Site  
Number Installed to Date: 800  
(See Vendor Profile Page V-32)

### SPERRY CORP.

#### SC-30 SYSTEM

Word Length: 16 bit  
Operating System: OS/9, VSE  
Languages Supported: Cobol,  
Fortran, Basic, RPG, Assembly  
Minimum Memory: 512K bytes  
Maximum Memory: 2.0M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$24,500  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$4,000

### SPERRY CORP.

#### SC-30 SYSTEM

Word Length: 16 bit  
Operating System: OS/9, VSE  
Languages Supported: Cobol,  
Fortran, Basic, RPG, Assembly  
Minimum Memory: 1.0M bytes  
Maximum Memory: 5.0M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$79,200  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site

### SPERRY CORP.

#### 1980/16 SYSTEM

Operating System: Proprietary  
Languages Supported: Cobol  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous,  
SDX, CSDA  
Price: \$31,454  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site

### SPERRY CORP.

#### SC-27

Operating System: Proprietary  
Languages Supported: RPG  
Minimum Memory: 320 bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$13,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Number Installed to Date: 2,500

### SPERRY CORP.

#### SYSTEM 90 MODELS 3 & 6

Operating System: OS/9  
Languages Supported: Cobol,  
Fortran, Basic, RPG, Assembly,  
Esort  
Minimum Memory: 262K bytes  
Maximum Memory: 1.0M bytes  
Multiple Users: Yes

Communications Protocols:  
Asynchronous, Synchronous  
Price: \$58,261  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: 1982

### SPERRY CORP.

#### SYSTEM 90 MODELS 3 & 6

Operating System: OS/9  
Languages Supported: Cobol,  
Fortran, Basic, RPG, Assembly,  
Esort  
Minimum Memory: 524K bytes  
Maximum Memory: 4.0M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$85,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: 1979  
Number Installed to Date: 48

### TELEVIDEO SYSTEMS, INC.

#### TS-604

Word Length: 8 bit  
Operating System: CP/M, MP/M,  
Cess  
Languages Supported: Cobol,  
Fortran, Basic, APL, PL/I, C  
Minimum Memory: 320K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$4,205  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party, TRW  
Date First Installed: January 1984  
(See Vendor Profile Page V-34)

### TELEVIDEO SYSTEMS, INC.

#### TS-604/30

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Pascal, APL, PL/I, C  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 8  
Communications Protocols:  
Asynchronous, SDX, CSDA  
Price: \$16,985  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: 1981

### TELEVIDEO SYSTEMS, INC.

#### TS-610/40

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol,  
Fortran, Basic, Basic Plus, Pascal,  
APL, PL/I, C  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 17  
Communications Protocols:  
Asynchronous, SDX, CSDA  
Price: \$15,995  
Vendor Sales Terms: Purchase

Maintenance: OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: 1981

### TEXAS INSTRUMENTS, INC.

#### BUSINESS SYSTEM 300 SERIES

Word Length: 16 bit  
Operating System: OS/9 Micro  
UCSD P-System  
Languages Supported: Cobol,  
Basic, Pascal  
Minimum Memory: 64K bytes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Synchronous,  
2780/3780  
Price: \$3,458  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: 1982  
(See Vendor Profile Page V-35)

### TEXAS INSTRUMENTS, INC.

#### BUSINESS SYSTEM 300 SERIES

Word Length: 16 bit  
Operating System: DR/IO  
Languages Supported: Cobol,  
Fortran, Basic, Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 12  
Communications Protocols:  
Asynchronous  
Price: \$12,455  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: November 1982

### THE ULTIMATE COMP.

#### ULTIMATE 700

Word Length: 16 bit  
Operating System: Pk  
Languages Supported: Basic,  
Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 528K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 6  
Communications Protocols:  
Asynchronous  
Price: \$20,000  
Vendor Sales Terms: Purchase,  
Rental  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: January 1982  
Number Installed to Date: 15  
(See Vendor Profile Page V-35)

### THE ULTIMATE COMP.

#### ULTIMATE 1000

Word Length: 16 bit  
Operating System: Pk  
Languages Supported: Basic,  
Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 268K bytes  
Multiple Users: Yes  
Minimum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$32,000  
Vendor Sales Terms: Purchase,  
Rental

## Small Business Systems

Maintainer: Third-Party  
Date First Installed: January 1982  
Number Installed to Date: 67

THE ULTIMATE  
ULTIMATE 2000

Word Length: 16 bit  
Operating System: Pkix  
Languages Supported: Basic;  
Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 32  
Communications Protocols:  
Asynchronous  
Price: \$34,000  
Vendor Sales Terms: Purchase,  
Partial  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: January 1985

**WANG LABORATORIES, INC.**  
2200 LVP  
Waltham, MA 01981

Base Language: RTB-80  
 Operating System: Basic-2  
 Languages Supported: Basic-2  
 Minimum Memory: 32K bytes  
 Maximum Memory: 256K bytes  
 Multiple Users: Yes  
 Maximum I/O Ports: 6  
 Communications Protocol: Asynchronous, Baysynchronous, SDC/SMA, X.25, 2780, 3780, Tele  
 Price: \$8,500  
 Vendor Sales Terms: Purchase, Lease  
 Distribution: End User, Third-Party  
 Maintenance: On-Site  
 Date First Installed: 1978  
 Office: Houston, Texas; Phone: 281/461-1000

WANG LABORATORIES, INC.  
2200 LYPC

Word Length: 8/16 bit  
Operating System: Basic-2  
Languages Supported: Basic-2  
Minimum Memory: 84K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 7  
Communications Protocols:  
Asynchronous, Bitychronous,  
SOLC/INA, X.25, Modem  
Price: \$9,900  
Vendor Sales Terms: Purchase,  
Lease  
Classification: End User, Third-Party  
Maintenance: On-Site  
Date First Installed: 1978  
Number Installed to Date: 10,000  
\$0,000

**WANG LABORATORIES, INC.**  
2300 MYR  
Millsboro, Delaware 19966

Word Length: 8/16 bit  
Operating System: Basic-2  
Languages Supported: Basic-2  
Minimum Memory: 32K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, SDLC/CSMA, X.25,  
2780, 3780, Telex  
Price: \$4,300  
Vendor Sales Terms: Purchase,  
Lease

Distribution: End User, Third-Party  
Maintenance: On-Site  
Date First Installed: 1979

MANH LABORATORIES, INC.  
3206 MYPC  
West Linn, MO 64088

Operating System: Basic-2  
Languages Supported: Basic-2  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 7  
Communications Protocol: Asynchronous, Baudynchronous, SDLC/SDMA, ETRM, 3760, Telex  
Price: \$5,000  
Vendor: Sales Terms: Purchase, Lease  
Distributor: End User, Third-Party  
Maintenance: On-Site  
Date First Installed: 1978  
Number Installed to Date: 10,000  
50,000

**TRANS LABORATORIES, INC.**  
2500 SVP  
Word Length: 5/16 bit

Operating System: Basic-2  
Languages Supported: Basic-2  
Minimum Memory: 32K bytes  
Maximum Memory: 128K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous, Synchronous,  
SDLC/SDMA, X.25  
Price: \$4,500  
Vendor Sales Terms: Purchase,  
Lease  
Distributor: End User, Third-Party  
Maintenance: On-Site

Date First Installed: 1977  
 Number Installed to Date: 5,000 -  
 10,000

**WAVE MATE, INC.**  
**BULLET**  
Word Length: 8 bit  
Operating System: CP/M; MP/M;  
TURBO/DOS  
Languages Supported: Cobol  
Fortran, Basic, Pascal, RPG, APL,  
PL/I, Basic, C; C  
Minimum Memory: 128K bytes  
Maximum Memory: 128K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous, Synchronous  
Polysync, S.1055.

**Vendor:** Jaisa Tarnes; **Purchase Distribution:** OEM, Third-Party; **Maintenance:** On-Site

**DATE FIRST INSTALLED:** March 1983  
(See Vendor Profile Page V-38)

**WAVE BATE, INC.**  
**SUPER BULLET**  
Word Length: 8 bit  
Operating System: CP/M; MP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; RPG; APL;  
PL/I; Basic; C; C++  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes

**Maximum I/O Ports:** 7  
**Communications Protocols:**  
Asynchronous, Synchronous.

Distribution: OEM, Third-Party  
Maintenance: On-Site  
Date First Installed: 1994

**WHITEK CORP.**  
**SPRINT 88**  
Word Length: 8 bit  
Operating System: Wizard  
Languages Supported: Fortran;  
Basic; Pascal; C  
Minimum Memory: 32K bytes  
Maximum Memory: 500K bytes  
Maximum I/O Ports: 8  
Communications Protocol:  
Asynchronous  
Price: \$3,645  
Vendor Sales Terms: Purchase,  
Lease  
Distributor: OEM  
Maintenance: Return to

Number Installed to Date: 50 - 10  
(See Vendor Profile Page M-37)

**TERMO COMP.**  
1616  
Word Length: 8/16 bit  
Operating System: CP/M; MS-DOS  
Languages Supported: Cobol  
Fortran, Basic, Pascal  
Minimum Memory: 192K bytes  
Maximum Memory: 320K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Baysynchronous  
Price: \$3,395  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party

Manufacturing: Off-Site, Hewlett  
Diagnostics, Return to  
Manufacturing Facility, Third-Party  
Off-Site, Hewlett, Return to  
Manufacturing Facility, Third-Party

**ZEREX CORP.**  
8010  
Ward Length: 16 bit  
Operating System: MESA  
Minimum Memory: 512K bytes  
Maximum Memory: 768K bytes  
Communications Protocol:  
Asynchronous, Bistynchronous  
Price: \$5,995  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility

**SYSTEM 800 MODEL 11**  
Word Length: 16 bit  
Execution: Pipelined, 1.4 Mips

Operating System: Unix  
Languages Supported: Cobol,  
Fortran, Pascal, C, Solibol, SMC  
Basic  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols: 2790,  
3760, Asynchronous,  
Synchronous, X.25  
Price: \$14,950  
Vendor Sales Terms: Purchase

Distributor: OEM  
Maintenance: On-Site  
Date First Installed: July 1981

**SYSTEM 8000 MODEL 11 PLUS**  
Word Length: 16 bit  
Operating System: Unix

Language Supported: Cobol  
Fortran, Pascal, C, Salford SMC  
Basic  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocol:  
Asynchronous, Synchronous  
2700, 3200  
Price: \$14,950  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site

**EXL-0, INC.**  
**SYSTEM 9000 MODEL 01**  
Word Length: 16 bit

**Languages Supported:** Cobol; Fortran, Pascal; C; Rolfbot; SMC; Basic

**Virtual Memory:** 512K bytes  
**Maximum Memory:** 4M bytes  
**Multiple Users:** Yes  
**Communications Protocol:**  
 Asynchronous, Synchronous,  
 2780, 3270  
**Price:** \$21,950  
**Vendor Sales Terms:** Purchase  
**Distributor:** OEM  
**Maintenance:** On-Site

**ZELOG, INC.**  
**SYSTEM 3600 MODEL 31**  
 Word Length: 16 bit

Portran, Pascal, C, Softbot, SMC  
Basic

**Minimum Memory:** 515K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Communications Protocol:** Asynchronous, Synchronous, X.25  
**Price:** \$21,950  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site  
**Date First Installed:** 1982

**Microsim Memory:** 64K Bytes

Maximum Memory: 4GB, bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communication Protocols:  
Asynchronous  
Price: \$4,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, OEM, Third  
Party  
Maintenance: Return to  
Manufacturing Facility  
(See Vendor Profile Page V-36)

# WE JUST TOPPED THE LONGEST RUNNING LINE OF PRINTERS.

The new 5300 family of printers from Teletype Corporation represents an exceptional value. The entire family combines our traditional reliability with a 200 cps speed that is ideal for business applications. You can choose a keyboard or auxiliary printer, both of which are available in 15-inch tabletop and 9½-inch compact sizes.

From the moment you take a 5300 out of the box and plug it into your system, you'll be amazed at how easy it is to operate. To begin with, you can downline load or simply push a button on the printer's control panel to set options. And just push another button to select an alternate option set for a different system. A 4-character LCD on the control panel provides all of the status indicators you need.

The 5300 is available with a built-in 300/1200 baud modem that saves desk space and makes it possible to perform all dialing and keyos functions. So you can access a CPU or timesharing network by simply depressing a key on the detached keyboard.

For printing versatility, the 5300 is hard to beat. It features graphics capabilities as well as emphasized, expanded and compressed printing.

You'll also appreciate the forms handling of the 5300. It is available with adjustable push or pull tractors, a roll paper holder, a supply rack and an accumulator.

Other features that make the 5300 an even better value include an interchangeable platen, acoustic adapter, a carrying case for the 9½-inch model and self-diagnostic capabilities.

So if you'd like a printer that tops what you have now, check out the latest in our long-running line. Write Teletype Corporation, 5555 Teuby Avenue, Dept. 3223-QQ, Skokie, IL 60077. Or call 1-800-323-1229, Extension 721.

**TELETYPE:  
VALUE SETS US APART.**

"Teletype" is a registered trademark and service mark of Teletype Corporation.



**AT&T**  
Teletype Corporation



## WHAT'S BEHIND OUR CONVERSATIONAL TERMINAL MAKES WHAT'S IN FRONT OF IT MORE PRODUCTIVE.

At Teletype Corporation, we just made another intelligent move. We added an integrated modem to the 5410 conversational terminal — making it an even better value.

In addition to saving desk space and being cost-effective, the modem gives the 5410 "built-in" intelligence that greatly improves operator productivity. For example, all the operator has to do is push a single key, and the modem will dial a host computer and perform the login operation. And the operator can

store up to three phone numbers and login strings in the modem. Automatic answering is another feature of the modem, which is 212A compatible.

The 5410 is also now available with a white, green or amber Phosphor.

No matter which

color you choose, your operators will appreciate the crisp, easy-to-read characters. High resolution is maintained even when switching from an 80 to 132 column mode.

Other features that enhance productivity include 8 programmable function keys with matching screen labels; an English option menu; a detachable keyboard that tilts from 5 to 12 degrees and has tactile feedback; standard character sets; and the list goes on and on.

In the interest of operator productivity, write to Teletype Corporation for more information on the 5410 at: 5555 Touhy Ave., Dept. 3223 GQ, Skokie, IL 60077. Or call 1 800 323-2229, ext. 116.

**TELETYPE VALUE SETS US APART.**

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**AT&T**  
Teletype Corporation

## Printer Index

### Index to Printers by Technique

The following index has been designed to provide an overview of the printer products contained in this section of the buyer's guide. Printers have been indexed according to the type of print technique used for output — band, belt, chain/train, daisywheel, dot matrix, drum, electrosensitive, ink-jet, laser, thermal matrix, thimble and printers which utilize other techniques. Within each category the printers have been arranged in alphabetical order by vendor. In addition, the index contains information on the price of the printer, the print speed and the page number in the section where the full product listing is located.

The printer products listings have been broken down by printer type, whether they are line or serial printers. Line printers output a line at a time and serial printers print a character at a time. Within each printer type, products have been separated by print speed ranges. Within each range the products can be found in alphabetical order by vendor name. The line printer ranges are as follows: over 1,200 lpm, 801 to 1,200 lpm, 401 to 800 lpm, 201 to 400 lpm and under 200 lpm. Serial printers are arranged by those products which have print speeds of over 500 cps, followed by the 301 to 500 cps range, the 101 to 300 cps range and those with speeds under 100 cps.

### Band Printers

VENDOR	MODEL	PRINT SPEED	PRICE	PAGE
Amtek Business Systems, Inc.	81000 S/34.36.38	1,000 lpm	\$14,300	B-1
	8-400 S/34.36.38	800 lpm	\$5,750	B-14
	LINEWRITER 400 S/34.36.38	500 lpm	\$8,750	B-14
	8000 S/34.36.38	300 lpm	\$7,800	B-16
Amtek, Inc.	DP-4500	300 lpm	\$2,895	B-17
BBS Corp.	S-2500	2,000 lpm	N/A	B-11
	SP1250	1,500 lpm	N/A	B-11
	8300	300 lpm	N/A	B-16
Centronics Data Computer Corp.	LINE WRITER 400	500 lpm	N/A	B-14
Computer Design Systems, Inc.	PS-900	800 lpm	\$25,000	B-11
	PS-400	180 lpm	\$27,000	B-21
Cyberlink Peripheral Corp.	PH1000	1,200 lpm	\$18,000	B-13
Datsapoint Corp.	5026	800 lpm	\$11,950	B-18
	1027	300 lpm	\$8,500	B-16
Data Printer Corp.	DP-2000	1,200 lpm	N/A	B-11
	DP-1200	1,200 lpm	\$13,350	B-12
	DP1000	1,000 lpm	\$10,675	B-12
	DP750	750 lpm	\$9,385	B-14
	DP600	600 lpm	\$7,825	B-14
Integraproducts Corp.	S-1000	1,000 lpm	\$12,800	B-12
	S-800	800 lpm	\$8,642	B-14
	S-300	300 lpm	\$5,622	B-16
Integraproducts New England, Inc.	S-1000 TEMPEST	1,000 lpm	\$17,000	B-12
	S-800 TEMPEST	800 lpm	\$15,800	B-14
Rechenlab Data Computer Corp.	MODEL 6607	750 lpm	\$10,100	B-14
Digital Associates Corp.	S-1800	1,800 lpm	N/A	B-12
	S-800	800 lpm	N/A	B-14
	S-300	300 lpm	N/A	B-17
General Business Technology, Inc.	3240-LP	1,440 lpm	\$18,885	B-11
	3230-LP	1,120 lpm	\$18,885	B-12
	3220-LP	720 lpm	\$11,500	B-16
Inter Computer & Comm.	MODEL 3108 MEDIUM SPEED BAND PRINTER	800 lpm	\$16,000	B-10
IBM	5065	560 lpm	\$15,540	B-16
	4973	414 lpm	\$14,910	B-18
ICR Corp.	NCR 6400-2001	1,440 lpm	\$36,000	B-11
	NCR 6400-3002	720 lpm	\$16,800	B-16
Massel Rangey America, Ltd.	FP2000	2,000 lpm	N/A	B-11
Northwestern Telecomm, Inc.	BAND LINE PRINTER-1000	1,000 lpm	\$18,300	B-16
	BAND LINE PRINTER-800	800 lpm	\$12,000	B-18
	BAND LINE PRINTER-300	300 lpm	\$8,200	B-16
Southern Systems, Inc.	SP 7000	2,000 lpm	\$30,000	B-11
	SP 1500	1,500 lpm	\$21,000	B-11

## Printer Index

Southern Systems, Inc.	OT 1200	1,200 lpm	\$18,000	B-13
	B-1000	1,000 lpm	\$14,000	B-13
	OT 1000	1,000 lpm	\$14,000	B-13
	B-600	600 lpm	\$9,000	B-16
	OT 600	600 lpm	\$11,000	B-16
Storage Technology Corp.	B-300	300 lpm	\$6,700	B-16
	OT 300	300 lpm	\$8,000	B-16
	UNIVERSAL 1000	1,000 lpm	\$12,775	B-17

## Chain/Train Printers

VENDOR	MODEL	PRINT SPEED	PRICE	PAGE
Data Printer Corp.	1200	1,200 lpm	\$18,300	B-11
	1210	1,200 lpm	N/A	B-12
	1280	800 lpm	\$17,150	B-16
General Business Technology, Inc.	S201FA	400 lpm	\$7,200	B-17
	S202 LP	400 lpm	\$7,200	B-17
Hewlett-Packard & Canon.	MODEL 3300 HIGH SPEED LINE PRINTER	1,500 lpm	\$27,000	B-12
	HP 2611A CHAIN TRAIN LINE PRINTER	800 lpm	\$15,500	B-16
Innovative Electronics, Inc.	HP 2611A CHAIN TRAIN LINE PRINTER	800 lpm	\$25,700	B-16
	INNOVATOR 154	300 lpm	\$4,800	B-17
	INNOVATOR 202	300 lpm	\$5,400	B-17
Renaissance Marketing, Inc.	INNOVATOR 250	300 lpm	\$5,150	B-17
	RENAISSANCE LP7000	150 cps	\$19,000	B-22

## Daisywheel Printers

VENDOR	MODEL	PRINT SPEED	PRICE	PAGE
A. & B. Bink Co.	INTELLIGENT LOOP PRINTER	55 cps	\$4,885	B-40
	MAGNA SL STANDARD PRINTER	55 cps	\$2,700	B-41
	MAGNA WRITER 20 CPS PRINTER	20 cps	\$1,600	B-41
Alpha Micro Systems	AK-502	40 cps	\$1,500	B-41
	5040	40 cps	\$1,095	B-41
Amalgam Business Systems, Inc.	DP 5511/5524/36.36	30 cps	\$3,295	B-41
	APPLE LETTER QUALITY PRINTER	40 cps	\$2,185	B-41
AT&T Information Systems	455	55 cps	\$1,995	B-41
	455	55 cps	\$405	B-54
Bink Corp.	LOOPS LETTER QUALITY	55 cps	N/A	B-41
	TRIM	N/A	\$405	B-41
Brother International Corp.	D4015	40 cps	\$1,885	B-41
	D2015	20 cps	\$695	B-41
	HP35	32 cps	\$1,245	B-42
Business Information Systems, Inc.	HP 25	22 cps	\$950	B-42
	145-15 DAISSY WHEEL PRINTER	13 cps	\$200	B-42
	C-4510	100 cps	\$875	B-27
Cardex, Inc.	C-640	40 cps	\$2,000	B-42
	LOV1	150 cps	\$600	B-27
	LOV3	150 cps	\$400	B-27
C. Ink Digital Products	F-10 25 SERIES	55 cps	\$1,885	B-42
	F-10 40 SERIES	40 cps	\$1,795	B-42
	A-10 20 SERIES	30 cps	\$625	B-42
C. Ink Electronics	A-10 30 SERIES	30 cps	\$700	B-42
	Y10	10 cps	\$300	B-42
Cibola Industries, Inc.	SMART WRITER	10 cps	N/A	B-42
	MODEL 8400	40 cps	N/A	B-44
	DAISY PRINTER	25 cps	\$995 to \$1,045	B-44
Computers International, Inc.	COMPUTER CR II	13 cps	\$595 to \$945	B-44
	3308	55 cps	\$2,495	B-44
Cromemco, Inc.	CLO	13 cps	\$795	B-44
	M45	40 cps	\$1,885	B-44
	M20	20 cps	\$995	B-44
Data Systems Holland	9611	N/A	\$3,495	B-44
	DP-15	55 cps	\$2,185	B-44
	DP-35	30 cps	\$1,795 to \$1,995	B-44
Data Transcode & Communications	DTIC 3802	30 cps	\$1,495	B-44
	DTIC STYLE WRITER	40 cps	\$695	B-44
Data Beta Systems Corp.	LD-45T	45 cps	N/A	B-46
	LSO AP1	40 cps	\$2,340	B-46



# Printer Index

Hable Systems, Inc.	830 AFRES	40 cps	\$3,495	B-40
	830 KSR	40 cps	\$3,325	B-40
	830 SERIES	40 cps	\$2,340 to \$2,500	B-40
Hokanson Corp.	820	20 cps	\$1,085	B-40
	820 PLUS	20 cps	\$2,185	B-40
	DICTAPHONE 8720	40 cps	\$2,885	B-40
Digital Associates Corp.	DICTAPHONE 8710	30 cps	\$2,200	B-40
	DR-35	30 cps	N/A	B-40
	DR-65	30 cps	N/A	B-40
Digital Equipment Corp.	LOWR LETTER-QUALITY PRINTER	32 cps	\$2,800	B-40
	DT 251 (EQUAS)	30 cps	\$4,800	B-40
	DY 311	27 cps	\$1,585	B-40
Dynam	LCU 310	27 cps	N/A	B-40
	ET 121 (LQJ121)	17 cps	\$965	B-40
	PR400-41 (LQJ41)	12 cps	\$775	B-40
Facit, Inc.	HR-1	18 cps	\$818	B-40
	DC-15	13 cps	\$585	B-40
	4510	N/A	\$485	B-40
Fujitsu America, Inc.	SP-30	N/A	\$845	B-40
	HP 2001	40 cps	\$2,520	B-40
	HP 9800	25 cps	\$1,500	B-40
Hewlett-Packard Co.	8210 ESI 8 EQ	80 cps	\$5,420 to \$5,635	B-40
	8210 ESI 8 QES	80 cps	\$6,635	B-40
	8210	80 cps	\$2,500	B-40
Interface Data Electronics, Inc.	SPRINT 1105	80 cps	\$2,825	B-40
	SPRINT 1140	50 cps	\$2,990	B-40
	MODEL 5100	40 cps	\$2,750	B-40
Kagaya Corp.	KAYPRO LETTER-QUALITY PRINTER	N/A	\$550	B-40
	SERIES 50	N/A	\$1,585	B-40
	8045	45 cps	\$5,120	B-40
Machtron Systems	DY 450	45 cps	\$1,500	B-40
	DY 250	25 cps	\$1,000 to \$1,200	B-40
	ESW 100	50 cps	\$1,200	B-40
Machtron Systems	ESW102	17 cps	\$800	B-40
	ELECTRONIC COMPACT 80	14 cps	\$649	B-40
	DY450	45 cps	\$1,495	B-40
Ogo Printers, Inc.	DY250	25 cps	\$895	B-40
	KSP 3151	32 cps	N/A	B-40
	LQP-25	25 cps	N/A	B-40
Perseus Industrial Co.	PRIMAGE 1	50 cps	\$1,875	B-40
	PRIMAGE 2	75 cps	\$4,000	B-40
	PRIMAGE 3	55 cps	\$2,500	B-40
Puritan-Giles Corp.	SPRINT 600	50 cps	\$2,500	B-40
	SPRINT 1050	50 cps	\$2,500	B-40
	SPRINT 1140-130 PLUS	40 cps	\$1,980	B-40
Rock of America	SPRINT 1140-130 WT PLUS	40 cps	\$2,960	B-40
	SPRINT 820	35 cps	\$2,500	B-40
	SPRINT 1025	35 cps	\$2,500	B-40
Rock of America	SPRINT 1140 PLUS	35 cps	\$1,775	B-40
	LETTERPRO 80	20 cps	\$880	B-40
	SPRINT 8	5 cps	\$2,250	B-40
Rock of America	SPRINT 1100 PLUS	N/A	\$1,980	B-40
	1000	50 cps	\$1,700	B-40
	1000Q	50 cps	\$1,520	B-40
Rock of America	1000Q	40 cps	\$1,480	B-40
	1300	30 cps	\$1,420	B-40
	2000	21 cps	\$730	B-40
Rock of America	1200	20 cps	\$685	B-40
	DARVO PR-520	18 cps	\$995	B-40
	PR-500	14 cps	\$985	B-40
Rock of America	PR-5000	10 cps	\$995	B-40
	E-300	10 cps	\$995	B-40
	EXP 300 II	17 cps	\$895	B-40
Rock of America	EXP 400	14 cps	N/A	B-40
	EXP 400	N/A	N/A	B-40
Star Electronics, Inc.	POWER TYPE	18 cps	\$295	B-40
	DMP-410	30 cps	\$1,295	B-40
	DMP-210	18 cps	\$795	B-40
Tandy Corp.	TX1 1014	14 cps	\$495	B-40
	TRANSTAR 140	40 cps	\$1,985	B-40
	TRANSTAR 130	18 cps	\$895	B-40
TTL, Inc.	TRANSTAR 120	14 cps	\$590	B-40
	PC-PM14	35 cps	\$2,985	B-40
	PC-PM12	30 cps	N/A	B-40
Wang Laboratories, Inc.	PC-PM12	20 cps	\$1,295	B-40

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### Dot Matrix Printers

VENDOR	MODEL	PRINT SPEED	PRICE	PAGE
Addresser Corp.	MODEL 171	2 LPS	\$345	B-38
	MODEL 172	2 LPS	\$345	B-38
Advanced Matrix Technology, Inc.	OFFICE PRINTER	240 cps	\$2,895	B-35
Alphacom, Inc.	ALPHACOM 81	N/A	\$785	B-54
Asquith Business Systems, Inc.	P-300 5/34.36/38	300 cps	\$7,395	B-16
	MPV 5/34.36.38	150 cps	\$5,195	B-38
	351 5/34.36.38	200 cps	\$4,395	B-38
	352 5/34.36.38	200 cps	\$3,995	B-38
	353 5/34.36.38	200 cps	\$4,495	B-38
	FX-40 5/34.36.38	180 cps	\$2,295	B-38
	152 5/34.36.38	150 cps	\$2,895	B-38
	FX-100 5/34.36.38	180 cps	\$2,395	B-41
	FX-80 5/34.36.38	180 cps	\$2,195	B-41
Asquith, Inc.	DP-40000	150 bps	\$7,200	B-38
	WP-8000 MULTI-MODE PRINTER	285 cps	\$7,700	B-38
	DP-8405B	240 cps	\$1,500	B-38
	DP-8725B	240 cps	\$1,625	B-38
	DP-8500B	180 cps	\$1,280	B-38
	DP-8001B	150 cps	\$1,625	B-38
	DP-8001B	150 cps	\$1,280	B-38
Anderson Jacobson, Inc.	AM84	180 cps	\$2,292	B-38
Apple Computer, Inc.	APPLE DOT MATRIX PRINTER	120 cps	\$895	B-38
	MANUSCRIPT	120 cps	\$895	B-38
AT&T Information Systems	470173475	120 cps	\$895	B-38
AT&T Teletype Corp.	AT-250	240 cps	\$3,895	B-34
Automatic Funds Transfer Sys.	AFT 250	420 cps	\$22,500	B-41
	AFT 150	55 cps	\$14,500	B-41
Adcom Corp.	GP 150	85 cps	\$250	B-38
	GP 700	50 cps	\$299	B-38
BBS Corp.	GP300L	300 cps	N/A	B-37
Bee Chip Electronics	MT3070	N/A	\$549	B-44
Business Information Systems, Inc.	C-4200	250 cps	\$2,999	B-37
	C-4180	180 cps	\$27,500	B-37
Canon U.S.A., Inc.	PW-100A	180 cps	\$655	B-37
	PW 115A	180 cps	\$895	B-37
	A 1250	120 cps	\$595	B-37
Capital Circuits Corp.	S2000	48 cps	\$375	B-42
	S400G	150 cps	\$1,095	B-37
	SERIES 5400	150 cps	\$895	B-37
	SERIES 540T	150 cps	\$895	B-37
	SERIES 5100	85 cps	\$555	B-42
	SERIES 100T	85 cps	\$635	B-42
	SERIES 270	85 cps	\$635	B-42
	SERIES 5400L	85 cps	\$1,895	B-42
Cardinal Scale Manufacturing Co.	CARDINAL 2170	200 cps	\$2,150	B-37
Centronics Data Computer Corp.	MODEL 357	450 cps	\$2,750	B-34
	MODEL 358	420 cps	\$3,150	B-34
	MODEL 351 PRINTSTATION	200 cps	\$2,185	B-38
	MODEL 352 PRINTSTATION	200 cps	\$2,285	B-38
	MODEL 353 PRINTSTATION	200 cps	\$2,495	B-38
	MODEL 150	150 cps	N/A	B-37
	MODEL 152	150 cps	N/A	B-37
	MODEL 159	150 cps	N/A	B-38
CIE Electronics	MODEL 350	300 cps	\$5,995	B-34
	C-300	300 cps	\$4,495	B-38
C. Ishi Digital Products	8000 SERIES	180 cps	\$1,295 to \$1,395	B-38
	1500 Model 5 SERIES	180 cps	\$1,125 to \$1,175	B-38
	Model 6010 S SERIES	180 cps	\$795 to \$840	B-38
	1500SC	135 cps	\$855	B-38
	1570	180 cps	\$1,225	B-38
	8010	180 cps	\$1,695	B-38
	8010SC	180 cps	\$1,895	B-38
	1500	120 cps	\$995	B-38
	1500E	120 cps	\$425	B-38
	1525	90 cps	N/A	B-44
Communications Business Machines, Inc.	PM-200	200 cps	\$20,800	B-38
Computer Designed Systems, Inc.	PM-450	200 cps	\$14,700	B-38
	PM-300	140 cps	\$13,300	B-38
	PM-210	210 cps	\$8,700	B-38
	PM-230	200 cps	\$8,500	B-38
	PM-180	180 cps	\$8,595	B-38

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Computer Background Systems, Inc.	PA-800	80 cps	\$2,995	B-41
Cranston Polytechnic Corp.	DP 4	150 cps	\$3,250	B-39
Cromemco, Inc.	3703	180 cps	\$3,195	B-39
	315	150 cps	\$1,295	B-39
Dale Research Corp.	4434	180 cps	N/A	B-39
DatsaMedia Corp.	MODEL 830 PRINTER	340 cps	\$2,395	B-34
	MODEL 810 PRINTER	350 cps	\$1,995	B-34
	MODEL 830 PRINTER	80 cps	\$1,995	B-44
Dataproduct Corp.	1651	180 cps	\$2,500	B-39
Dataproducts Corp.	8073	700 cps	\$2,190	B-39
	M-200	340 cps	\$3,000	B-34
	8050	250 cps	\$1,995	B-39
	P 80	200 cps	\$1,299	B-39
	P 132	200 cps	\$1,499	B-39
	8016	180 cps	\$949	B-39
	8025	180 cps	\$949	B-39
	M-120	140 cps	\$2,750	B-39
	M-100	140 cps	\$2,500	B-39
Datascrypt Computer	DS-220	N/A	\$1,585	B-39
	DS-180 MATRIX PRINTER	180 cps	\$1,585	B-39
Dato Specialties, Inc.	ZEPHYR DEMAND PRINTER	280 cps	\$3,470	B-17
Datto Data Systems Corp.	DR 150ST	150 cps	N/A	B-39
Devinco Manufacturing Co.	4205	320 cps	\$7,995	B-34
	4202	130 cps	\$4,735	B-31
	7203	130 cps	\$5,495	B-31
Digital Systems, Inc.	DOT MATRIX 38	480 cps	\$2,200	B-34
	MODEL SC 02	190 cps	\$995	B-46
Digital Equipment Corp.	MATRIX 1120	320 cps	\$7,500	B-46
	LETTERPRINTER 100	240 cps	\$1,585 to \$2,295	B-31
	L450	150 cps	\$995	B-46
Digital Matrix	FORMWRITER W132	N/A	\$1,375	B-31
	FORMWRITER 180	N/A	\$1,200	B-46
	FORMWRITER 152	190 cps	\$1,295	B-46
	FORMWRITER-132	190 cps	N/A	B-46
	FORMWRITER 80	190 cps	\$1,650	B-31
	FORMWRITER 80	190 cps	\$1,190	B-31
Digilog	DIGITAL PANEL PRINTER 8620	40 cps	\$585	B-31
	PANEL MOUNT PRINTER 8610	40 cps	\$495	B-31
	PANEL MOUNT PRINTER 8611	40 cps	\$505	B-31
	PANEL MOUNT PRINTER 8620	40 cps	\$495	B-31
Dynasys Systems, Inc.	POPPY PRINTER	180 cps	\$1,899	B-31
Eaton Printer Products	400ST	120 cps	\$1,000 to \$1,300	B-31
	7000-F	90 cps	\$400 to \$450	B-46
Eurotek	MODEL 430 COLOR VECTOR PRINTER	300 cps	\$3,495	B-31
Exxon America, Inc.	LD 1500	200 cps	\$7,395	B-39
	FX-80	180 cps	\$599	B-31
	FX-100	180 cps	\$895	B-31
	FX-160	180 cps	\$999	B-39
	FX-80	180 cps	\$399	B-46
	FX-88T	180 cps	\$499	B-46
Fault, Inc.	4542	N/A	\$3,000 to \$6,000	B-46
	4544	N/A	\$3,000 to \$6,000	B-39
	45280	N/A	\$1,545	B-46
	4528T	N/A	\$1,545	B-46
Florida Data Corp.	4512	N/A	\$895	B-39
	OSP 110	800 cps	N/A	B-39
	OSP 130	150 cps	\$4,100	B-39
Fulton America, Inc.	OPNIX EASYWRITER MATRIX B	90 cps	\$995	B-39
General Business Technology, Inc.	SP 320	48 cps	\$1,499	B-46
	3200P	400 cps	\$2,450	B-34
	3200AP	400 cps	\$4,750	B-34
	3200CP	300 cps	\$3,995	B-39
	3200MP	300 cps	\$3,995	B-39
	5210ML	150 cps	\$4,995	B-39
	5210TA	120 cps	\$2,995	B-39
	5210TP	120 cps	\$2,995	B-39
Geacomp Corp.	3404	400 cps	\$7,610 to \$2,800	B-34
	3405	400 cps	\$7,460 to \$2,650	B-34
	3300	300 cps	\$2,210 to \$2,290	B-34
	3304	300 cps	\$2,430 to \$2,480	B-39
	290 LINE PRINTER	240 cps	\$2,580 to \$3,010	B-31
	3024	300 cps	\$1,495 to \$1,590	B-39
	3182	180 cps	\$1,990 to \$2,000	B-39
	3181	180 cps	\$1,635 to \$2,000	B-39
	3185	180 cps	\$2,130 to \$2,290	B-39
	GE 3784	180 cps	\$2,180 to \$2,300	B-39
	GE 3074	180 cps	\$1,190 to \$1,195	B-39
Hewlett-Packard Co.	HP 2604/2606S DOT MATRIX LINE PRINTER	400 cps	\$1,170	B-17

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<b>Hewlett-Packard Co.</b>	HP 2631B	180 cpm	\$3,670	B-34
	HP 2631G	180 cpm	\$3,670	B-34
<b>Honeywell Information Systems, Inc.</b>	PRU 7075/7071	100 cpm	\$1,195	B-46
	PRU 7075/7076	100 cpm	\$1,400	B-46
<b>IBM</b>	5225-4	360 cpm	\$16,940	B-16
	5225-5	480 cpm	\$15,085	B-16
	5225-2	420 cpm	\$13,945	B-17
	5224-2	240 cpm	\$7,200	B-17
	5225-1	300 cpm	\$12,075	B-17
	5234-1	140 cpm	\$6,395	B-21
	5242	180 cpm	\$2,575	B-34
	4974	120 cpm	\$6,470	B-34
	5256-3	120 cpm	\$4,535	B-34
	4075 TL	80 cpm	\$2,905	B-42
	5241	80 cpm	\$2,040	B-42
	5256-2	80 cpm	\$4,240	B-42
	5256-1	40 cpm	\$4,145	B-42
<b>Honggrip, Inc.</b>	PIX MODEL 3000	150 cpm	\$11,000	B-21
<b>Information Services Corp.</b>	PLAS-600 REMOTE MATCH PRINTER/PLOTTER	500 cpm	\$21,000	B-23
<b>Inform Computer Technology, Inc.</b>	385 MATRIX PRINTER	120 cpm	\$700 to \$1,100	B-34
<b>Info Partner</b>	RITESMAN I	180 cpm	\$549 to \$259	B-34
	RITESMAN PLUS	120 cpm	\$339	B-34
<b>Intelligence, Inc.</b>	1300	400 cpm	\$2,435	B-34
	1600	200 cpm	\$1,645	B-34
	1100	200 cpm	\$1,795	B-34
	1200	200 cpm	\$1,895	B-34
	1400	200 cpm	\$1,895	B-34
	1800	200 cpm	\$2,135	B-34
	300	150 cpm	\$1,245	B-34
	DEMAND DOCUMENT PRINTER 700	150 cpm	\$1,885	B-34
<b>Interface Data Electronics, Inc.</b>	MT 860	800 cpm	\$9,000	B-16
	MT 3000	800 cpm	\$6,995	B-16
	MT 4402	400 cpm	N/A	B-34
	MT 4402	270 cpm	N/A	B-34
	MT 420	200 cpm	N/A	B-34
	MT 1802/5	200 cpm	\$3,895	B-34
	MT 1802/5	200 cpm	\$3,995	B-34
	MT 180	180 cpm	\$2,895	B-34
	MT 150L	180 cpm	\$2,795	B-34
	MT 100	160 cpm	\$2,895	B-34
	MT 180L	180 cpm	\$3,095	B-34
	MT 75-SD	180 cpm	\$6,495	B-34
	MT 4000	140 cpm	\$3,195	B-34
<b>International Arden, Inc.</b>	RG 2000	180 cpm	\$949	B-34
<b>IBM, Inc.</b>	CEL 750	N/A	\$1,795	B-42
<b>Leaf Shogler, Inc.</b>	VERSAPRINT 300	180 cpm	\$1,695	B-34
	VERSAPRINT 310	180 cpm	\$1,895	B-34
	VERSAPRINT 320	180 cpm	\$2,195	B-34
	VERSAPRINT 330	180 cpm	\$2,495	B-34
<b>Monomaxx Tally</b>	MT 660	600 cpm	\$7,995	B-16
	MT 1800	200 cpm	\$2,795	B-34
	MT 150	180 cpm	\$699	B-34
	MT 180L	180 cpm	\$799	B-34
	MT 180	180 cpm	\$999	B-34
	MT 180L	180 cpm	\$1,099	B-34
	MT 75-L	140 cpm	\$4,345	B-34
<b>Monomaxx Corp.</b>	2058 MULTIFUNCTION MATRIX PRINTER	350 cpm	\$6,495	B-34
<b>Monomaxx Corp.</b>	DMX 80	80 cpm	\$599	B-42
<b>Monomaxx Corp.</b>	HSP 3008-215A HIGH-SPEED LINE PRINTER	400 cpm	\$20,500	B-16
<b>Mulligan Corp.</b>	LJ 3008 LINE PRINTER	300 cpm	\$7,500	B-16
<b>Mulligan Corp.</b>	CP80	142 cpm	N/A	B-34
	SNP 081	120 cpm	\$699	B-34
<b>NCR Corp.</b>	NCR 6410	80 cpm	\$2,200	B-23
	NCR 6442 DUAL MODE	325 cpm	\$3,700	B-23
	NCR 6411-128 COLUMN	120 cpm	\$2,200	B-23
	NCR 6411-80 COLUMN	120 cpm	\$900	B-23
<b>NSC Information Systems</b>	FWWRITER P2	180 cpm	\$795 to \$795	B-27
<b>Novell Systems America, Ltd.</b>	FWWRITER P2	180 cpm	\$795	B-27
	FP1250	1,250 lpm	\$15,000	B-11
	AC90	300 cpm	\$7,000	B-11
	AC30	300 cpm	\$5,400	B-11
<b>North Atlantic Industries</b>	7065	300 cpm	\$7,895	B-27
	7060	180 cpm	\$7,895	B-27
	7030	180 cpm	\$7,895	B-27
	7040	180 cpm	\$7,795	B-27
<b>Northern Telecom, Inc.</b>	DESKTOP MATRIX PRINTER	120 cpm	N/A	B-34
	STRUCKER	40 cpm	N/A	B-34
	UNIVERSAL MATRIX PRINTER	150 cpm	N/A	B-34
<b>Novell, Inc.</b>	8846 800	150 cpm	N/A	B-27



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<b>Teeline America, Inc.</b>	P-1351	180 gpm	\$1,885	B-40
	P-1345	144 gpm	\$985	B-40
<b>Information Systems, Inc.</b>	LED-120	120 gpm	\$14,500	B-23
<b>Trilog, Inc.</b>	C-60	300 gpm	\$11,500	B-18
	TR-300	300 gpm	\$6,800	B-18
	TP-301	N/A	\$5,900	B-26
	TP-302	300 gpm	\$5,800	B-26
	C-100	250 gpm	\$11,500	B-18
	T-100	250 gpm	\$7,800	B-18
	C-144	180 gpm	\$11,500	B-25
	TP-150	150 gpm	\$3,950	B-22
<b>Vector Graphic, Inc.</b>	M200	340 gpm	\$3,450	B-20
<b>Vector Computer Products</b>	TRANSSTAR 315	50 gpm	\$399	B-54
<b>Webster Marking Systems</b>	1760	300 gpm	N/A	B-20
	2550	300 gpm	N/A	B-26
	LEGITRONICS 2060	300 gpm	\$16,800	B-20
	1750	150 gpm	N/A	B-23
	2550	150 gpm	N/A	B-23
	LEGITRONICS 2050	150 gpm	\$15,000	B-23
<b>Webster OEM Products</b>	MODEL 8400	140 gpm	\$795	B-40
	MODEL 8410	140 gpm	\$795	B-40
<b>Zenith Data Systems</b>	ZENITH Z-125 DOT MATRIX PRINTER	150 gpm	\$1,499	B-40

## Drum Printers

VENDOR	MODEL	PRINT SPEED	PRICE	PAGE
<b>Gordon, Inc.</b>	LQ2	150 gpm	\$250	B-27
<b>Computer Designed Systems, Inc.</b>	PD-800	280 gpm	\$23,000	B-18
	PD-300	140 gpm	\$23,000	B-29
<b>Duricken Data Computer Corp.</b>	MODEL 6670	1,000 gpm	\$17,800	B-18
	MODEL 6680	800 gpm	\$15,200	B-14
	MODEL 6685	650 gpm	\$13,800	B-14
<b>ES&amp;B Controls, Inc.</b>	600	20 gpm	\$12,250	B-54
	8100	20 gpm	\$5,500	B-54
	8279	20 gpm	\$4,500	B-54
	8500	20 gpm	\$5,000	B-54
	8510	20 gpm	\$5,800	B-20
<b>Vista Scientific Corp.</b>	MODEL 722	40 gpm	\$2,200	B-22

## Electrostatic Printers

VENDOR	MODEL	PRINT SPEED	PRICE	PAGE
<b>Ashcan Corp.</b>	EX-1820	800 gpm	\$785	B-18
	EX-420	550 gpm	\$745	B-18
	EX-1600	240 gpm	\$309	B-26
	EX401A	180 gpm	\$425	B-26
	EX-401B	180 gpm	\$399	B-26
<b>Compex Printer Int'l, Inc.</b>	312 ALPHA-NUMERIC SERIES	175 gpm	\$495	B-20
	312 GO	170 gpm	\$391	B-20
<b>Digital</b>	DESKTOP 8430 SERIES	144 gpm	\$395	B-24
<b>SCI Systems, Inc.</b>	SCI MODEL 1119	2,200 gpm	N/A	B-23
	SCI MODEL 1180	1,100 gpm	\$1,000	B-24

## Ink-Jet Printers

VENDOR	MODEL	PRINT SPEED	PRICE	PAGE
<b>AB Bink Co.</b>	VIDEO JET PRINTER 9400 SERIES	1,375 gpm	\$75,000 to \$325,000	B-23
	VIDEO JET PRINTER 9100 SERIES	N/A	\$11,000 to \$15,000	B-24
<b>Anderson-Jacobson, Inc.</b>	AJ-650	100 gpm	\$2,400	B-26
<b>Canon U.S.A., Inc.</b>	A 1210	40 gpm	\$729	B-42
	P1100XA	40 gpm	\$795 to \$895	B-42
<b>Hobbs Systems, Inc.</b>	COLOR INK JET PRINTER C150	20 gpm	\$1,250	B-42

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Exxon Enterprises	365	90 cps	\$4,400	B-46
	365S	90 cps	\$6,000	B-46
Franchise Mail Systems	DOMINO UNILET	1,523 cps	\$15,000	B-23
Harwell-Packard Co.	THINKJET	150 cps	\$485	B-34
Printerstar Corp.	TC 1040	100 cps	\$5,495	B-46
Stroms Communication Systems	IS-1040	N/A	\$5,495	B-25
Tandy Corp.	RT 12	270 cps	\$2,700	B-59
	ZIP 220	27 cps	\$609	B-39

## Thermal Matrix Printers

VENDOR	MODEL	PRINT SPEED	PRICE	PAGE
Apple Computer, Inc.	APPLE SILENTTYPE II PRINTER	40 cps	\$350	B-41
	APPLE SILENTTYPE II PRINTER	40 cps	\$350	B-41
Asahi Corp.	15N PRINT 80	N/A	\$319	B-24
Blue Chip Electronics	IT 4010	40 cps	\$359	B-41
Brother International Corp.	WLS 5	30 cps	\$375	B-45
Computer Transceiver Systems, Inc.	EXECUPORT 120S	120 cps	\$895	B-30
	EXECUPORT 124S	120 cps	\$895	B-30
	EXECUPORT 1250	N/A	\$1,300	B-30
Digital	DESKTOP 8470 SERIES	144 cps	\$445	B-21
Spac America, Inc.	EPSON PORTABLE PRINTER	45 cps	\$255	B-45
Fujitsu America, Inc.	TTP 15	45 cps	\$650	B-46
Harwell-Packard Co.	805A/1478A	480 cps	N/A	B-19
	HP 2671B	120 cps	\$1,240	B-34
	HP 2673A	120 cps	\$1,240	B-34
	HP 2675A	N/A	\$1,240	B-34
IBM	3152	80 cps	\$1,500	B-46
John Fluke Mfg. Co., Inc.	2055A	190 cps	\$1,200	B-21
Klips & Zeman	8070	N/A	\$1,545	B-55
	8071	N/A	\$1,800	B-55
Monomys Corp.	MAP-PMC	110 cps	\$625	B-21
	MAP-PMC	110 cps	\$625	B-21
	MAP-SBC	110 cps	\$725	B-21
	MAP-20 IAC	110 cps	\$675	B-21
	MAP-20 IEC	110 cps	\$675	B-21
	MAP-20 SAC	110 cps	\$725	B-21
	MAP-20 SEC	110 cps	\$725	B-21
	MAP-30C	110 cps	\$675	B-21
	MAP-30C	110 cps	\$675	B-21
Mitago Corp.	MAP-30C	N/A	\$625	B-23
	TP2000 SERIES THERMAL LINE PRINTER	750 cps	\$16,000	B-19
Mitsubishi Electronics America, Inc.	TP2000 THERMAL LINE PRINTER	240 cps	\$7,000	B-19
NCR Corp.	MA55A COLOR PRINTER	45 cps	\$1,250 to \$1,500	B-49
	NCR 6425	240 cps	\$2,900	B-19
Parkinson-Silmar Corp.	655	100 cps	\$1,480	B-53
Rite-Memorand, Inc.	ST3-80	56 cps	\$189	B-53
Tandy Corp.	TP 10	30 cps	\$100	B-52
Telebit, Inc.	PL 10C	120 cps	\$305	B-53
	PL 12E	120 cps	\$357	B-53
	PL 20 RACKMOUNT	120 cps	\$485	B-53
	PL 20C	120 cps	\$305	B-53
	PL 25E	120 cps	\$267	B-53
	PL 25E	120 cps	\$267	B-53
Toscan Instruments, Inc.	SILENT 700/5150	120 cps	\$1,395	B-46
Trindon/3M	WHISPER PRINTER 1902	40 cps	\$299	B-53
	WHISPER PRINTER 1904	40 cps	\$299	B-53
	WHISPER PRINTER 1912	40 cps	\$299	B-53
	WHISPER PRINTER 1914	40 cps	\$299	B-53

## Printers Using Other Technologies

VENDOR	MODEL	PRINT SPEED	PRICE	PAGE
Amtek Business Systems, Inc.	P-400 5/24 36.38	600 cps	\$6,165	B-14
AT&T Teletype Corp.	MODEL 40 PRINTER	360 cps	\$6,153	B-19
Revlon Data Computer Corp.	8100 MATRIX LINE PRINTER	55 cps	\$6,168	B-54
General Business Technology, Inc.	5200WP	55 cps	\$4,290	B-46
	5200WP	35 cps	\$3,095	B-46
Sanborn Corp.	340	340 cps	\$4,600	B-17

## Printer Index

<b>Centron Corp.</b>	510	340 gpm	\$5,795 to \$6,000	B-17
	310	310 gpm	\$4,170	B-17
<b>Honeywell Information Systems, Inc.</b>	PRU 9819/0620	1,200 gpm	\$23,000	B-12
<b>IBM</b>	5255-1	80 cpm	\$2,345	B-66
	4975 2C	180 cpm	\$4,175	A-34
<b>Memmert-Tully</b>	MT 3300	300 gpm	\$4,995	B-18
<b>NEC Information Systems</b>	SPHWRITER 7700D	55 cpm	\$2,535	B-49
	SPHWRITER 7700G	55 cpm	\$2,535	B-49
	SPHWRITER MODEL 7710	55 cpm	\$2,535	B-49
	SPHWRITER 7715	55 cpm	\$2,550	B-49
	SPHWRITER 7730	55 cpm	\$2,555	B-49
	SPHWRITER 8800 SERIES	50 cpm	\$2,495	B-49
	SPHWRITER 2500 SERIES	30 cpm	\$1,750	B-49
	MODEL 2500A TERMINAL	20 cpm	\$950	B-49
<b>Okidata Corp.</b>	OKIMATE 10	60 cpm	N/A	B-49
<b>Tandy Corp.</b>	COP 115	12 cpm	\$200	B-53
<b>Vector Graphics, Inc.</b>	7700	65 cpm	\$3,450	B-53
	3500	33 cpm	\$2,695	B-53
<b>Versatec, Inc.</b>	VBC F	1,000 gpm	\$8,950	B-14



### Print Speeds Over 1,200 lpm

#### 880 CORP.

8-3000

Print Mechanism: Impact  
Print Technology: Band  
Maximum Print Speed: 2,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Fiction: No  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: 1983  
(See Vendor Profile Page V-4)

#### 880 CORP.

8P-1000

Print Mechanism: Impact  
Print Technology: Band  
Maximum Print Speed: 2,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Fiction: No  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Distribution Method: End User  
Date First Installed: 1982

#### BATA PRINTER CORP.

DP 3000

Print Mechanism: Impact  
Print Technology: Band  
Maximum Print Speed: 2,000 lpm  
Maximum Characters Per Line: 136  
Standard Character Set Size: 64  
Optional Character Set Size: 64, 96, 128  
Character Code: Ascii  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 20  
Distribution Method: OEM, Third-Party  
Number Installed to Date: Under 100  
Date First Installed: September 1984  
(See Vendor Profile Page V-19)

#### DIGITAL ASSOCIATES CORP.

RESOLVE LINE PRINTER SYSTEM

(RLP)

Print Mechanism: Impact  
Print Technology: Band  
Maximum Print Speed: 2,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 64, 96, 128  
Character Code: Ascii  
Form Feed Method: Tractor

#### Form Type Accepted: Fanfold

Maximum Form Width (in.): 18  
Price: \$19,000 to \$25,000  
Distribution Method: End User  
Number Installed to Date: 100-300  
Date First Installed: Occurring 1982  
(See Vendor Profile Page V-17)

#### GENERAL BUSINESS

TECHNOLOGY, INC.

Print Mechanism: Impact  
Print Technology: Band  
Maximum Print Speed: 1,440 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 48, 64, 96  
Character Code: Ascii, Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 17  
Price: \$19,985  
Distribution Method: Third-Party  
Date First Installed: 1980  
(See Vendor Profile Page V-15)

#### 880 CORP.

8CH 845-8001

Print Mechanism: Impact  
Print Technology: Band  
Maximum Print Speed: 1,440 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 48, 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 17  
Price: \$24,000  
Distribution Method: End User  
(See Vendor Profile Page V-23)

#### HIGGINS SANSO AMERICA,

LYN.

Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 1,200 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 48, 96, 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 17  
Price: \$15,000  
Distribution Method: OEM  
Number Installed to Date: 1,000-5,000  
(See Vendor Profile Page V-32)

#### HIGGINS SANSO AMERICA,

LYN.

Print Mechanism: Impact  
Print Technology: Band  
Maximum Print Speed: 2,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 64, 96, 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor

Form Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Distribution Method: OEM  
Number Installed to Date: Under 100  
Date First Installed: 1983

#### SOUTHERN SYSTEMS, INC.

SP 1200

Print Mechanism: Impact  
Print Technology: Band  
Maximum Print Speed: 1,500 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 48, 96  
Character Code: Ascii, Ebclic  
Communications Port: Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Price: \$21,000  
Date First Installed: January 1983  
(See Vendor Profile Page V-30)

#### SOUTHERN SYSTEMS, INC.

SP 2000

Print Mechanism: Impact  
Print Technology: Band  
Maximum Print Speed: 2,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 48, 96  
Character Code: Ascii, Ebclic  
Communications Port: Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Price: \$35,000  
Number Installed to Date: Under 100  
Date First Installed: January 1983

#### STORAGE TECHNOLOGY

CORP.

UNIVERSAL 1000

Print Mechanism: Impact  
Print Technology: Band  
Maximum Print Speed: 1,800 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 48  
Optional Character Set Size: 64, 96  
Character Code: Ascii, Ebclic  
Communications Port: Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$13,775  
Distribution Method: OEM  
Number Installed to Date: 1,000-5,000  
Date First Installed: January 1980  
(See Vendor Profile Page V-32)

### 801 to 1,200 lpm Print Speeds

#### ASAP BUSINESS SYSTEMS,

INC.

8-1000 8/24, 34, 36

Print Mechanism: Impact

Print Technology: Band  
Maximum Print Speed: 1,000 lpm  
Standard Character Set Size: 106  
Optional Character Set Size: 64, 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Fiction: No  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$14,260  
Distribution Method: End User, Third-Party  
Date First Installed: 1983  
(See Vendor Profile Page V-2)

#### COMPUTER DESIGN

SYSTEMS, INC.

PD-800

Print Mechanism: Impact  
Print Technology: Band  
Maximum Print Speed: 800 lpm  
Maximum Characters Per Line: 132  
Optional Character Set Size: 48, Any Option  
Character Code: Ascii, Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 14  
Price: \$25,000  
Distribution Method: End User  
Number Installed to Date: 100-500  
Date First Installed: October 1980  
(See Vendor Profile Page V-4)

#### CYTRISA PERSONAL CORP.

PD 3000

Print Mechanism: Impact  
Print Technology: Band  
Maximum Print Speed: 1,200 lpm  
Maximum Characters Per Line: 136  
Standard Character Set Size: 48  
Optional Character Set Size: 64, 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 19  
Price: \$18,000  
Distribution Method: End User, OEM  
Number Installed to Date: Under 100  
Date First Installed: March 1984  
(See Vendor Profile Page V-9)

#### BATA PRINTER CORP.

DP 3000

Print Mechanism: Impact  
Print Technology: Char/Vish  
Maximum Print Speed: 1,200 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 48, 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 20  
Price: \$19,300  
Distribution Method: OEM, Third-Party

## Line Printers

801 to 1,200 lpm

Number Installed to Date: 100  
Date First Installed: June 1978  
(See Vendor Profile Page V-19)

### DATA PRINTER CORP.

**1316**  
Print Mechanism: Impact  
Print Technique: Char/Vib  
Maximum Print Speed: 1,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 48  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Folded  
Maximum Form Width (in.): 20  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 5,000 - 10,000  
Date First Installed: June 1976

### DATA PRINTER CORP.

**SP-1000**  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 48  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Folded  
Maximum Form Width (in.): 16  
Price: \$17,000  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 200  
Date First Installed: July 1977

### DATA PRINTER CORP.

**SP-1000**  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,200 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 48  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Folded  
Maximum Form Width (in.): 16  
Price: \$13,300  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 400  
Date First Installed: June 1980

### DATAPRODUCTS CORP.

**S-1000**  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,200 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 48  
Character Code: Ascii, Ebclic  
Communications Port: Serial

Form Feed Method: Sprocket  
Form Type Accepted: Folded  
Maximum Form Width (in.): 16  
Price: \$12,800  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 1,000 - 1,200  
Date First Installed: 1980  
(See Vendor Profile Page V-19)

### DATAPRODUCTS CORP.

**SEMI-ANSI, INC.**  
**S-1000 TYPSET**  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Folded  
Maximum Form Width (in.): 16  
Price: \$17,000  
Distribution Method: End User, OEM  
Date First Installed: August 1984

### DESIGN DATA COMPUTER

**MODEL 9010**  
Print Mechanism: Impact  
Print Technique: Drum  
Maximum Print Speed: 1,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 96  
Character Code: Ascii, Ebclic  
Form Feed Method: Pin  
Form Type Accepted: Folded  
Maximum Form Width (in.): 17  
Price: \$17,500  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: June 1979  
(See Vendor Profile Page V-11)

### DENTAL ASSOCIATES CORP.

**S-1000**  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 48  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Folded  
Maximum Form Width (in.): 16  
Price: \$22,000  
Distribution Method: End User  
Number Installed to Date: 500 - 1,000  
Date First Installed: 1979  
(See Vendor Profile Page V-16)

### DOWNEY INFORMATION SYSTEMS, INC.

**PMI 80100**  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,200 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 48, Custom  
Character Code: Ascii, Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Folded  
Maximum Form Width (in.): 16  
Price: \$23,000  
Distribution Method: End User  
Date First Installed: June 1983  
(See Vendor Profile Page V-10)

Maximum Print Speed: 800 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 48, 96, 128  
Character Code: Ascii  
Form Feed Method: Tractor  
Form Type Accepted: Folded  
Maximum Form Width (in.): 16  
Price: \$7,100  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: December 1982

### GENERAL BUSINESS TECHNOLOGY, INC.

**3230-L7**  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,130 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 48  
Optional Character Set Size: 48, 96  
Character Code: Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Folded  
Maximum Form Width (in.): 17  
Price: \$15,500  
Distribution Method: End User, Third-Party  
Date First Installed: 1982  
(See Vendor Profile Page V-15)

### NETRA COMPUTER & COMMUNICATIONS INC., INC.

**MODEL 3200 HIGH-SPEED LINE PRINTER**  
Print Mechanism: Impact  
Print Technique: Char/Vib  
Maximum Print Speed: 1,200 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 48, 96, 128  
Character Code: Ascii, Ebclic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Folded  
Maximum Form Width (in.): 16  
Price: \$22,000  
Distribution Method: End User  
Number Installed to Date: 500 - 1,000  
Date First Installed: 1979  
(See Vendor Profile Page V-16)

### HOEYWILL INFORMATION SYSTEMS, INC.

**PMI 80100**  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,200 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 48, Custom  
Character Code: Ascii, Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Folded  
Maximum Form Width (in.): 16  
Price: \$23,000  
Distribution Method: End User  
Date First Installed: June 1983  
(See Vendor Profile Page V-10)

### SOUTHERN TELECOM, INC.

**3440 LINE PRINTER-1000**  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Folded  
Maximum Form Width (in.): 16  
Price: \$16,500  
Distribution Method: End User, Third-Party  
Date First Installed: February 1984  
(See Vendor Profile Page V-14)

### SOUTHERN SYSTEMS, INC.

**S-1000**  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 48  
Optional Character Set Size: 48, 96  
Character Code: Ascii, Ebclic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Folded  
Maximum Form Width (in.): 16  
Price: \$14,000  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: September 1979  
(See Vendor Profile Page V-32)

### SOUTHERN SYSTEMS, INC.

**OT 1000**  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 48, 96  
Character Code: Ascii, Ebclic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Folded  
Maximum Form Width (in.): 17  
Price: \$14,000  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: April 1981

### SOUTHERN SYSTEMS, INC.

**OT 1000**  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 48, 96  
Character Code: Ascii, Ebclic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Folded  
Maximum Form Width (in.): 17  
Price: \$18,000

SIEMENS

Only Siemens 1400000 cartridge PF88 handles paper widths to 1654". That's

**Silence is golden...**  
**The PF-88/89 ink jet printers.**  
**Call 1-800-JETECH.**



## Line Printers

801 to 1,200 lpm • 401 to 800 lpm

Distribution Method: End User  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: April 1981

### VERATON, INC.

Model P  
Print Mechanism: Nonimpact  
Print Technique: Dye  
Maximum Print Speed: 1,200 lpm  
Maximum Characters Per Line: 132  
Standard Character Set: 96  
Optional Character Set: 48, 64, 128, 256  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Folded, Flat  
Maximum Form Width (in.): 11  
Sheepskin Functions Supported:  
Price: \$8,250  
Distribution Method: End User  
OEM  
Number Installed to Date: 10,000 -  
50,000  
(See Vendor Profile Page V-36)

### 401 to 800 lpm Dot Strike

### AMPAK BUSINESS SYSTEMS, INC.

Model B-24, B-36, 38  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 800 lpm  
Standard Character Set: 132  
Optional Character Set: 64, 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Folded, Flat  
Maximum Form Width (in.): 16  
Price: \$5,750  
Distribution Method: End User  
Third-Party  
Date First Installed: 1982  
(See Vendor Profile Page V-43)

### AMPAK BUSINESS SYSTEMS, INC.

Model B-24, B-36, 38  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 800 lpm  
Standard Character Set: 132  
Optional Character Set: 64, 96, 128, 192  
Character Code: Ascii, Ebclic  
Communications Port: Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Folded, Flat  
Maximum Form Width (in.): 16  
Price: \$11,250  
Distribution Method: End User  
Third-Party  
Date First Installed: May 1981  
(See Vendor Profile Page V-43)

### AMPAK BUSINESS SYSTEMS, INC.

Model B-24, B-36, 38

Print Mechanism: Impact  
Maximum Print Speed: 800 lpm  
Standard Character Set: 132  
Optional Character Set: 64, 96, 128, 192  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Folded, Flat  
Maximum Form Width (in.): 16  
Sheepskin Functions Supported:  
Price: \$9,195  
Distribution Method: End User  
Third-Party

### COMPTON DATA

Model DP900  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 800 lpm  
Maximum Characters Per Line: 132  
Standard Character Set: 132  
Optional Character Set: 48, 96, 128, 192  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Folded, Flat  
Maximum Form Width (in.): 16  
Price: \$7,895  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 1,000 -  
5,000  
(See Vendor Profile Page V-48)

### OW ELECTRONICS

Model C-480  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 800 lpm  
Standard Character Set: 132  
Optional Character Set: 64, 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Folded, Flat  
Maximum Form Width (in.): 16.67  
Price: \$5,395  
Distribution Method: OEM, Third-Party  
Number Installed to Date: Under 100  
Date First Installed: March 1984  
(See Vendor Profile Page V-49)

### SATAPRODUCTS CORP.

Model S-480  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 800 lpm  
Maximum Characters Per Line: 132  
Standard Character Set: 132  
Optional Character Set: 64, 96  
Character Code: Ascii, Ebclic  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Folded, Flat  
Maximum Form Width (in.): 16  
Price: \$11,250  
Distribution Method: End User  
Third-Party  
Date First Installed: 1979  
(See Vendor Profile Page V-49)

### SATAPRODUCTS CORP.

Model S-480

Print Mechanism: Impact  
Maximum Print Speed: 800 lpm  
Maximum Characters Per Line: 132  
Standard Character Set: 132  
Optional Character Set: 48, 96, 128, 192  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Folded, Flat  
Maximum Form Width (in.): 20  
Price: \$11,250  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: June 1979  
(See Vendor Profile Page V-49)

### SATAPRODUCTS CORP.

Model S-480  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 800 lpm  
Maximum Characters Per Line: 132  
Standard Character Set: 132  
Optional Character Set: 48, 96, 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Folded, Flat  
Maximum Form Width (in.): 16  
Price: \$7,895  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 2,700  
(See Vendor Profile Page V-49)

### SATAPRODUCTS CORP.

Model S-480  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 750 lpm  
Maximum Characters Per Line: 132  
Standard Character Set: 132  
Optional Character Set: 48, 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Folded, Flat  
Maximum Form Width (in.): 16  
Price: \$9,395  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 2,700  
(See Vendor Profile Page V-49)

### SATAPRODUCTS CORP.

Model S-480  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 800 lpm  
Maximum Characters Per Line: 132  
Standard Character Set: 132  
Optional Character Set: 48, 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Folded, Flat  
Maximum Form Width (in.): 16  
Price: \$8,442  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 -  
50,000  
Date First Installed: 1979  
(See Vendor Profile Page V-49)

### SATAPRODUCTS CORP.

Model S-480

### SATAPRODUCTS CORP.

Model S-480  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 800 lpm  
Maximum Characters Per Line: 132  
Standard Character Set: 132  
Optional Character Set: 48, 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Folded, Flat  
Maximum Form Width (in.): 16  
Price: \$10,400  
Distribution Method: End User  
OEM  
Date First Installed: August 1984  
(See Vendor Profile Page V-49)

### SECURON DATA COMPUTER

Model 6888  
Print Mechanism: Impact  
Print Technique: Drum  
Maximum Print Speed: 800 lpm  
Maximum Characters Per Line: 132  
Standard Character Set: 132  
Optional Character Set: 64, 96  
Character Code: Ascii, Ebclic  
Form Feed Method: Friction  
Form Type Accepted: Folded, Flat  
Maximum Form Width (in.): 17  
Price: \$13,600  
Distribution Method: End User  
Number Installed to Date: 1,000 -  
5,000  
(See Vendor Profile Page V-49)

### SECURON DATA COMPUTER

Model 6888  
Print Mechanism: Impact  
Print Technique: Drum  
Maximum Print Speed: 800 lpm  
Maximum Characters Per Line: 132  
Standard Character Set: 132  
Optional Character Set: 64, 96  
Character Code: Ascii, Ebclic  
Form Feed Method: Friction  
Form Type Accepted: Folded, Flat  
Maximum Form Width (in.): 17  
Price: \$13,600  
Distribution Method: End User  
Number Installed to Date: 1,000 -  
5,000  
(See Vendor Profile Page V-49)

### SECURON DATA COMPUTER

Model 6887  
Print Mechanism: Impact  
Print Technique: Drum  
Maximum Print Speed: 700 lpm  
Maximum Characters Per Line: 132  
Standard Character Set: 132  
Optional Character Set: 64, 96  
Character Code: Ascii, Ebclic  
Form Feed Method: Friction  
Form Type Accepted: Folded, Flat  
Maximum Form Width (in.): 14  
Price: \$12,100  
Distribution Method: End User  
Third-Party  
Date First Installed: 1979  
(See Vendor Profile Page V-49)

### SUNAL ASSOCIATES CORP.

Model S-480  
Print Mechanism: Impact  
Print Technique: Band

Maximum Print Speed: 800 lpm  
Maximum Characters Per Line: 136  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Distribution Method: End User  
OEM, Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: 1979  
(See Vendor Profile Page V-11)

**SCWALL BUSINESS TECHNOLOGY, INC.**  
289-LP  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 720 lpm  
Maximum Characters Per Line: 136  
Standard Character Set Size: 48  
Optional Character Set Sizes: 64, 96  
Character Code: Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 17  
Price: \$11,500  
Distribution Method: End User, Third-Party  
Date First Installed: 1982  
(See Vendor Profile Page V-15)

**HTTRA COMPUTER & COMMUNICATIONS INC., INC.**  
MODEL 3180 MEDIAN-SPEED  
BAND PRINTER  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 600 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 48  
Optional Character Set Sizes: 48, 96, 120  
Character Code: Ascii, Ebclic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Price: \$14,000  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: June 1981  
(See Vendor Profile Page V-18)

**HEWLETT-PACKARD CO.**  
HP 5611A CHAR/TRAN LINE PRINTER  
Print Mechanism: Impact  
Print Technique: Char/Trans  
Maximum Print Speed: 600 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Pin  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 8.5  
Distribution Method: End User, Third-Party  
Date First Installed: 1980  
(See Vendor Profile Page V-16)

**HEWLETT-PACKARD CO.**  
HP 5611A CHAR/TRAN LINE PRINTER  
Print Mechanism: Impact  
Print Technique: Char/Trans  
Maximum Print Speed: 600 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Price: \$15,560  
Distribution Method: End User  
Date First Installed: September 1983

**HEWLETT-PACKARD CO.**  
HP 2618A CHAR/TRAN LINE PRINTER  
Print Mechanism: Impact  
Print Technique: Char/Trans  
Maximum Print Speed: 600 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Price: \$25,375

**IBM**  
3295  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 600 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 48  
Optional Character Set Sizes: 64, 96, 120  
Character Code: Ebclic  
Communications Port: Serial, Parallel  
Form Feed Method: Pin Feed  
Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Price: \$15,040  
Distribution Method: End User  
Date First Installed: August 1979  
(See Vendor Profile Page V-17)

**IBM**  
3295-3  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 414 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 48  
Optional Character Set Sizes: 64, 96  
Character Code: Ebclic  
Price: \$14,510  
Distribution Method: End User

Maximum Form Width (in.): 18  
Graphics Functions Supported: Characters  
Price: \$15,499  
Distribution Method: End User  
Date First Installed: October 1980

**IBM**  
3295-4  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 360 lpm  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Optional Character Set Sizes: 184  
Character Code: Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Price: \$18,040  
Distribution Method: End User  
Date First Installed: October 1980

**INTERPACE DATA ELECTRONICS, INC.**  
MT 880  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 600 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii, Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 18  
Graphics Functions Supported: Curves, Charts, Patterns  
Colors Supported: 1  
Price: \$9,365  
Number Installed to Date: Under 100  
(See Vendor Profile Page V-18)

**MARSHMANN TALLY**  
MT 880  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 600 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Graphics Functions Supported: All  
Colors Supported: 4  
Price: \$7,950  
Distribution Method: OEM, Third-Party  
Number Installed to Date: Under 100  
Date First Installed: January 1983  
(See Vendor Profile Page V-20)

**MALYON CORP.**  
TP2000 SERIES THERMAL LINE PRINTER  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 750 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 96, 128  
Character Code: Ascii

Communications Port: Serial  
Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Plotting  
Colors Supported: 1  
Price: \$16,000  
Distribution Method: OEM  
Number Installed to Date: Under 100  
Date First Installed: October 1982  
(See Vendor Profile Page V-22)

**MCR CORP.**  
MCR 8420-3202  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 720 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii  
Maximum Form Width (in.): 17  
Price: \$18,500  
Date First Installed: 1979  
(See Vendor Profile Page V-23)

**NESSER SANDY ARREDA, LTD.**  
AD88  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 600 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 128, 192  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Price: \$7,000  
Distribution Method: OEM  
Number Installed to Date: Under 100  
Date First Installed: 1982  
(See Vendor Profile Page V-24)

**NORTHSTAR TELECOM, INC.**  
BAND LINE PRINTER-880  
Print Mechanism: Band  
Maximum Print Speed: 600 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$12,200  
Distribution Method: End User, Third-Party  
Date First Installed: February 1984  
(See Vendor Profile Page V-24)

**PRINTBRIDGE, INC.**  
P888  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 600 lpm  
Maximum Characters Per Line: 220  
Standard Character Set Size: 64  
Optional Character Set Sizes: 64

# Line Printers

401 to 800 lpm • 200 to 400 lpm

Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Graphics Functions Supported:  
Asc. Curves, Patterns, Bar Code  
Labeling, Three-Dimensional  
Price: \$7,500  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
(See Vendor Profile Page V-27)

**SOUTHERN SYSTEMS, INC.**  
S-800  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 600 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 54  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii, EBCDIC  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Price: \$5,000  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: September 1979  
(See Vendor Profile Page V-32)

**SOUTHERN SYSTEMS, INC.**  
QT 808  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 600 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii, EBCDIC  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 17  
Price: \$11,000  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: April 1981

**Print Speeds**  
500 to 600 lpm

**AMNEX BUSINESS SYSTEMS, INC.**  
P-360 S/34,36/38  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 300 lpm  
Standard Character Set Size: 132  
Optional Character Set Sizes: 64, 96  
Character Code: Ascii  
Communications Port: Parallel

Form Feed Method: Tractor  
Friction, Pin  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Price: \$7,365  
Distribution Method: End User, Third-Party  
(See Vendor Profile Page V-2)  
**AMNEX BUSINESS SYSTEMS, INC.**  
P-360 S/34,36/38  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 lpm  
Standard Character Set Size: 132  
Optional Character Set Sizes: 64, 96, 128, 132  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Graphics Functions Supported:  
Asc. Curves, Bar Code, Three-Dimensional  
Price: \$7,365  
Date First Installed: 1983

**AMNEX, INC.**  
SP-4000  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 200  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$2,995  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: August 1983  
(See Vendor Profile Page V-2)

**AST TELETYPE CORP.**  
MODEL 40 PRINTER  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Form Advance  
Form Type Accepted: Fanfold  
Price: \$5,133  
Distribution Method: OEM  
Date First Installed: October 1978  
(See Vendor Profile Page V-4)

**ADDON CORP.**  
E2-428  
Print Mechanism: Nonimpact  
Print Technique: Electromechanical  
Maximum Print Speed: 550 cps  
Maximum Characters Per Line: 137  
Standard Character Set Size: 132  
Optional Character Set Sizes: 64  
Character Code: Ascii  
Communications Port: Serial, Parallel

Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 5  
Price: \$745  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: October 1982  
(See Vendor Profile Page V-4)

**ADDON CORP.**  
E2-1436  
Print Mechanism: Nonimpact  
Print Technique: Electromechanical  
Maximum Print Speed: 550 cps  
Maximum Characters Per Line: 140  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 9  
Price: \$775  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: October 1982

**BBS CORP.**  
B308  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 136  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Distribution Method: End User, Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: 1976  
(See Vendor Profile Page V-4)

**ONE ELECTRONICS**  
CI-380  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 263  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 14.67  
Graphics Functions Supported:  
Asc. Curves, Patterns, Bar Code  
Price: \$4,495  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 2,000  
Date First Installed: May 1983  
(See Vendor Profile Page V-4)

**COMPUTER DESIGNED SYSTEMS, INC.**  
PS-608  
Print Mechanism: Impact  
Print Technique: Drum  
Maximum Print Speed: 280 lpm

Maximum Characters Per Line: 152  
Optional Character Set Sizes: Any  
Size  
Character Code: Ascii, EBCDIC  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 14  
Graphics Functions Supported:  
Asc. Curves, Patterns, Charts  
Price: \$23,000  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: January 1980  
(See Vendor Profile Page V-8)

**COMPUTER DESIGNED SYSTEMS, INC.**  
PS-608  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Character Code: Ascii, EBCDIC  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 14  
Graphics Functions Supported:  
Asc. Curves, Patterns, Charts  
Colors Supported: 1  
Price: \$14,700  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000

**COMPUTER DESIGNED SYSTEMS, INC.**  
PS-608  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 280 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 132  
Character Code: Ascii, EBCDIC  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 14  
Price: \$22,900  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: February 1978

**DATAPORT CORP.**  
5257  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$6,500  
Date First Installed: May 1981  
(See Vendor Profile Page V-6)

**INAPROPOSITS CORP.**  
S-308  
Print Mechanism: Impact

**Print Technique:** Band  
**Maximum Print Speed:** 300 lpm  
**Maximum Characters Per Line:** 136  
**Standard Character Set Size:** 64  
**Optional Character Set Size:** 48  
**Character Code:** Ascii, Ebclic  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Sprocket  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 18  
**Price:** \$5,600  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** 10,000 - 50,000  
**Date First Installed:** 1978  
*(See Vendor Profile Page V-10)*

**DATA SPECIALTIES, INC.**  
**ZEEMAN DEMAND PRINTER**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 253 lpm  
**Maximum Characters Per Line:** 30  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Friction  
**Form Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 3.2  
**Graphics Functions Supported:** Bar Codes, Graphics  
**Colors Supported:** 1  
**Price:** \$3,470  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** 100 - 300  
**Date First Installed:** September 1982  
*(See Vendor Profile Page V-13)*

**CRYSTAL ASSOCIATES CORP.**  
**B-360**  
**Print Mechanism:** Impact  
**Print Technique:** Band  
**Maximum Print Speed:** 300 lpm  
**Maximum Characters Per Line:** 136  
**Standard Character Set Size:** 64  
**Optional Character Set Size:** 48  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 18  
**Distribution Method:** End User, OEM, Third-Party  
**Date First Installed:** 1979  
*(See Vendor Profile Page V-17)*

**GENERAL BUSINESS TECHNOLOGY, INC.**  
**52015A**  
**Print Mechanism:** Impact  
**Print Technique:** Chain/Trim  
**Maximum Print Speed:** 400 lpm  
**Maximum Characters Per Line:** 90  
**Standard Character Set Size:** 48  
**Optional Character Set Size:** 64  
**Character Code:** Ebclic  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 9  
**Price:** \$7,200

**Distribution Method:** Third-Party  
**Date First Installed:** 1980  
*(See Vendor Profile Page V-15)*  
**GENERAL BUSINESS TECHNOLOGY, INC.**  
**5202 LP**  
**Print Mechanism:** Impact  
**Print Technique:** Chain/Trim  
**Maximum Print Speed:** 400 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 48  
**Optional Character Set Size:** 64  
**Character Code:** Ebclic  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 15  
**Price:** \$8,300  
**Date First Installed:** 1980

**GENCOM CORP.**  
**318**  
**Print Mechanism:** Impact  
**Print Technique:** Band  
**Maximum Print Speed:** 310 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 15  
**Price:** \$4,170  
**Distribution Method:** OEM, Third-Party  
**Date First Installed:** February 1978  
*(See Vendor Profile Page V-15)*

**GENCOM CORP.**  
**340**  
**Print Mechanism:** Impact  
**Print Technique:** Band  
**Maximum Print Speed:** 340 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 15  
**Price:** \$4,635  
**Distribution Method:** OEM, Third-Party  
**Date First Installed:** February 1978

**GENCOM CORP.**  
**818**  
**Print Mechanism:** Impact  
**Print Technique:** Band  
**Maximum Print Speed:** 340 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Pin  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 15  
**Price:** \$5,750 to \$6,200  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** 5,000 - 10,000  
**Date First Installed:** September 1979

**HEWLETT-PACKARD CO.**  
**HP 200A/200B DOT MATRIX LINE PRINTER**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 400 lpm  
**Maximum Characters Per Line:** 132  
**Optional Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Graphics Functions Supported:** Bar Codes, Graphics  
**Price:** \$11,170  
**Distribution Method:** End User  
**Date First Installed:** December 1978  
*(See Vendor Profile Page V-12)*

**IBM**  
**5254-2**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 240 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Optional Character Set Size:** 184  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 18  
**Graphics Functions Supported:** Characters  
**Price:** \$7,290  
**Distribution Method:** End User  
**Date First Installed:** July 1982  
*(See Vendor Profile Page V-17)*

**IBM**  
**5255-1**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 200 lpm  
**Maximum Characters Per Line:** 198  
**Standard Character Set Size:** 96  
**Optional Character Set Size:** 184  
**Character Code:** Ebclic  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 18  
**Graphics Functions Supported:** Characters  
**Price:** \$12,075  
**Distribution Method:** End User  
**Date First Installed:** October 1980

**IBM**  
**5255-2**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 400 lpm  
**Maximum Characters Per Line:** 198  
**Standard Character Set Size:** 96  
**Optional Character Set Size:** 184  
**Character Code:** Ebclic  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 18  
**Price:** \$13,845  
**Distribution Method:** End User  
**Date First Installed:** October 1980

**INNOVATIVE ELECTRONICS, INC.**  
**INNOVATOR 184**  
**Print Mechanism:** Impact

**Print Technique:** Chain/Trim  
**Maximum Print Speed:** 300 lpm  
**Maximum Characters Per Line:** 40  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Roll, Cut Sheet**  
**Maximum Form Width (in.):** 3.15  
**Colors Supported:** 1  
**Price:** \$4,995  
**Distribution Method:** End User  
**OEM, Third-Party**  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** June 1978  
*(See Vendor Profile Page V-18)*

**INNOVATIVE ELECTRONICS, INC.**  
**INNOVATOR 202**  
**Print Mechanism:** Impact  
**Print Technique:** Chain/Trim  
**Maximum Print Speed:** 300 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Roll, Cut Sheet**  
**Maximum Form Width (in.):** 15  
**Colors Supported:** 1  
**Price:** \$5,495  
**Distribution Method:** End User  
**OEM, Third-Party**  
**Number Installed to Date:** 250  
**Date First Installed:** June 1978

**INNOVATIVE ELECTRONICS, INC.**  
**INNOVATOR 250**  
**Print Mechanism:** Impact  
**Print Technique:** Chain/Trim  
**Maximum Print Speed:** 300 lpm  
**Maximum Characters Per Line:** 90  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Roll, Cut Sheet**  
**Maximum Form Width (in.):** 3.15  
**Colors Supported:** 1  
**Price:** \$5,195  
**Distribution Method:** End User  
**OEM, Third-Party**  
**Number Installed to Date:** Under 100  
**Date First Installed:** June 1978

**INTERFACE DATA ELECTRONICS, INC.**  
**MT 3000**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 300 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii, Ebclic  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Pin  
**Form Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 18  
**Graphics Functions Supported:**

## Line Printers

200 to 400 lpm

Curves, Patterns, Charts  
Covers Supported: 1  
Price: \$4,995  
Number Installed to Date: Under  
100  
(See Vendor Profile Page V-18)

**SHIMADZU TALLY**  
MT 3300  
Print Mechanism: Impact  
Print Technique: Shuttle  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Price: \$4,995  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 5,000-10,000  
Date First Installed: April 1990  
(See Vendor Profile Page V-20)

**MELTONE COMP.**  
HSP 3000-212A HIGH-SPEED LINE  
PRINTER

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 lpm  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Size: 54, 128, Programmable  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Print Mechanism: OEM  
Number Installed to Date: 1,000-5,000  
Date First Installed: 1975  
(See Vendor Profile Page V-22)

**LP 300 LINE PRINTER**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 36  
Standard Character Set Size: 64  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 14  
Price: \$7,500  
Distribution Method: OEM  
Number Installed to Date: 500-1,000  
Date First Installed: 1976

**MELTONE COMP.**  
TP3000 THERMAL LINE PRINTER  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 240 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 96, 128  
Character Code: Ascii

Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 4  
Graphics Functions Supported: 400  
Dot/Line Graphics  
Price: \$7,500  
Distribution Method: OEM  
Number Installed to Date: Under  
100  
Date First Installed: June 1977

**OCR COMP.**  
OCR 6438  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 240 lpm  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Roll, Fanfold  
Maximum Form Width (in.): 7  
Price: \$2,800  
Distribution Method: End User  
Number Installed to Date: 500-1,000  
Date First Installed: June 1981  
(See Vendor Profile Page V-24)

**NIHISI SANYO AMERICA,**  
L7B,  
A209  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 128, 160  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$5,400  
Distribution Method: OEM  
Number Installed to Date: Under  
100  
Date First Installed: 1982  
(See Vendor Profile Page V-24)

**NORTHERN TELECOM, INC.**  
BA40 LINE PRINTER  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$5,500  
Distribution Method: End User, Third-Party  
Date First Installed: February 1984  
(See Vendor Profile Page V-26)

**PRINTMATE, INC.**  
P3000  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 lpm

Maximum Characters Per Line: 220  
Form Type Accepted: Fanfold  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported: 400  
Arcs, Curves, Patterns, Bar Code  
Labeling, Three-Dimensional  
Price: \$5,400  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000-50,000  
Date First Installed: 1974  
(See Vendor Profile Page V-27)

**SOUTHERN SYSTEMS, INC.**  
S-350  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 48, 96  
Character Code: Ascii, Ebcidic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 19  
Price: \$6,700  
Distribution Method: End User  
Number Installed to Date: 1,000-5,000  
Date First Installed: September  
1976  
(See Vendor Profile Page V-32)

**SOUTHERN SYSTEMS, INC.**  
OT 350  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 48, 96  
Character Code: Ascii, Ebcidic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 17  
Price: \$8,200  
Distribution Method: End User  
Date First Installed: April 1981

**TELOS, INC.**  
C-100  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 220  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported: 400  
Arcs, Curves, Patterns, Three-Dimensional  
Colors Supported: 1  
Price: \$4,500  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 500-1,000  
Date First Installed: November 1982

Price: \$11,500  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 500-1,000  
Date First Installed: 1975  
(See Vendor Profile Page V-35)

**TELOS, INC.**  
C-100  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 250 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 16  
Graphics Functions Supported: 400  
Arcs, Curves, Patterns, Three-Dimensional, Charts  
Colors Supported: 256  
Price: \$11,500  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 600  
Date First Installed: 1979

**TELOS, INC.**  
T-140  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 250 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 19  
Graphics Functions Supported: 400  
Three-Chromatic, Arcs, Curves, Patterns, Charts  
Price: \$7,600  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 300-1,000  
Date First Installed: 1979

**TELOS, INC.**  
TP-300  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported: 400  
Arcs, Curves, Patterns, Three-Dimensional  
Colors Supported: 1  
Price: \$4,500  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 500-1,000  
Date First Installed: November 1982



## THE AT&T FAMILY OF DATASPEED TERMINALS. WE SPREAD THE WORD.

You need hardworking, multi-functional terminals, dedicated to improving productivity. AT&T Information Systems can help, with a full line of asynchronous and synchronous data terminal products.

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The DATASPEED 4540, Enhanced 4540 and 4540 Touch Screen Terminals are designed for a clustered, polled environment. They're compact, modular and 3270 compatible.

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For over a century AT&T products have set the standards for performance and reliability. Today, 4,000 scientists from Bell Laboratories are working full time to develop and design new business products at AT&T Information Systems Laboratories. Products we support with the largest, most

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To learn how our family of DATASPEED Terminals can increase your productivity, call 1-800-367-1222, Ext. 325.

**WHEN YOU'VE GOT TO BE RIGHT.**



**AT&T**  
Information Systems

## Line Printers

200 to 400 lpm • Under 200 lpm

Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Aris, Curves, Patterns, Charts  
Colors Supported: 256  
Price: \$8,500  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 100 - 500

**SEWER MARKING SYSTEMS**  
1798  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 15  
Distribution Method: End User  
(See Vendor Profile Page V-39)

**SEWER MARKING SYSTEMS**  
3888  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 15  
Distribution Method: End User

**SEWER MARKING SYSTEMS**  
LEIGHTONICS 3888  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 224  
Standard Character Set Size: 128  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Aris, Curves, Patterns, Charts  
Colors Supported: 1  
Price: \$11,500  
Distribution Method: End User  
Number Installed to Date: 100 - 500

**Print Speeds  
Under 200 lpm**

**ARMMASTER CORP.**  
RC001, 171  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 lpm

Maximum Characters Per Line: 21  
Optional Character Set Size: 96  
Character Code: Ascii, EBCDIC  
Communications Port: Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 2.25  
Price: \$345  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 100 - 500  
Date First Installed: November 1981  
(See Vendor Profile Page V-1)

**ARMMASTER CORP.**  
RC001, 172  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 lpm  
Maximum Characters Per Line: 21  
Optional Character Set Size: 96  
Character Code: Ascii, EBCDIC  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Roll  
Maximum Form Width (in.): 2.25  
Price: \$345  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: Under 100

**ARMMASTER CORP.**  
RC001, 173  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 lpm  
Maximum Characters Per Line: 220  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Aris, Curves, Patterns, Charts  
Colors Supported: 1  
Price: \$5,195  
Distribution Method: End User  
OEM, Third-Party  
Date First Installed: 1983  
(See Vendor Profile Page V-2)

**ARMMASTER CORP.**  
RC001, 174  
Print Mechanism: Nonimpact  
Print Technique: Ink Jet  
Maximum Print Speed: 120 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 5.5  
Price: \$3,005  
Distribution Method: End User  
Date First Installed: 1982  
(See Vendor Profile Page V-3)

**ARMMASTER CORP.**  
RC001, 175  
Print Mechanism: Nonimpact  
Print Technique: Dot Matrix  
Maximum Print Speed: 96 cps  
Maximum Characters Per Line: 137  
Standard Character Set Size: 96  
Character Code: Ascii

Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 10  
Price: \$750  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: January 1984  
(See Vendor Profile Page V-4)

**ARMMASTER CORP.**  
RC001, 176  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 96 cps  
Maximum Characters Per Line: 137  
Standard Character Set Size: 96  
Optional Character Set Size: 40  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Dot Addressable  
Price: \$509  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: January 1984

**ARMMASTER CORP.**  
RC001, 177  
Print Mechanism: Nonimpact  
Print Technique: Electromechanical  
Maximum Print Speed: 170 lpm  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 8.5  
Price: \$495  
Distribution Method: End User  
Number Installed to Date: 5,000 - 10,000  
Date First Installed: 1979  
(See Vendor Profile Page V-7)

**ARMMASTER CORP.**  
RC001, 178  
Print Mechanism: Nonimpact  
Print Technique: Electromechanical  
Maximum Print Speed: 170 lpm  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 8.5  
Graphics Functions Supported: Aris, Curves, Patterns, Charts  
Colors Supported: 1  
Price: \$505  
Distribution Method: OEM  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: April 1980

**COMPUTER DESIGNED SYSTEMS, INC.**  
PD-488  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 180 lpm  
Maximum Characters Per Line: 132  
Optional Character Set Size: 48  
Any Option  
Character Code: Ascii, EBCDIC  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 14  
Price: \$22,000  
Number Installed to Date: 100 - 500  
Date First Installed: October 1980  
(See Vendor Profile Page V-4)

**COMPUTER DESIGNED SYSTEMS, INC.**  
PD-360  
Print Mechanism: Impact  
Print Technique: Drum  
Maximum Print Speed: 140 lpm  
Maximum Characters Per Line: 132  
Optional Character Set Size: Any  
Character Code: Ascii, EBCDIC  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 14  
Graphics Functions Supported: Aris, Curves, Patterns, Charts  
Colors Supported: 2  
Price: \$23,000  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: 1980

**COMPUTER DESIGNED SYSTEMS, INC.**  
PD-360  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 140 lpm  
Standard Character Set Size: 96  
Optional Character Set Size: 132  
Character Code: Ascii, EBCDIC  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 14  
Graphics Functions Supported: Aris, Curves, Patterns, Charts  
Colors Supported: 1  
Price: \$13,500  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: February 1978

**SEWER MARKING SYSTEMS**  
RC001, 179  
Print Mechanism: Impact  
Print Technique: Drum  
Maximum Print Speed: 20 lpm  
Optional Character Set Size: Variable  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet

## Under 200 lpm

Maximum Form Width (in.): 5  
Price: \$5,500  
Distribution Method: End User,  
CEM  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: 1979  
(See Vendor Profile Page V-11)

## BENTEC

DESKTOP 8490 SERIES  
Print Mechanism: Nonimpact  
Print Technique: Electromechanical  
Maximum Print Speed: 144 lpm  
Maximum Characters Per Line: 32  
Standard Character Set Size: 94  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 2  
Price: \$589  
Distribution Method: End User,  
CEM  
Number Installed to Date: 5,000 -  
10,000  
Date First Installed: 1979  
(See Vendor Profile Page V-12)

## BENTEC

DESKTOP 8495 SERIES  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 144 lpm  
Maximum Characters Per Line: 21  
Standard Character Set Size: 94  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 2  
Price: \$845  
Distribution Method: End User,  
CEM  
Date First Installed: 1979

## BENTEC

DIGITAL PANEL PRINTER 8636  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 42 lpm  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 2  
Graphics Functions Supported:  
Graphics  
Colors Supported: 1  
Price: \$600  
Distribution Method: End User,  
CEM  
Number Installed to Date: 100 - 500  
Date First Installed: August 1983

## BENTEC

DIGITAL PANEL PRINTER 8640  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 42 lpm  
Maximum Characters Per Line: 24  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll

Maximum Form Width (in.): 2  
Graphics Functions Supported:  
Special  
Price: \$495  
Distribution Method: End User,  
CEM  
Number Installed to Date: 100 - 500  
Date First Installed: May 1983

## BENTEC

PANEL MOUNT PRINTER 8611  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 42 lpm  
Maximum Characters Per Line: 24  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 2  
Graphics Functions Supported:  
Colors Supported: 1  
Price: \$625  
Distribution Method: End User,  
CEM  
Number Installed to Date: Under  
100  
Date First Installed: January 1984

## BENTEC

PANEL MOUNT PRINTER 8636  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 42 lpm  
Maximum Characters Per Line: 24  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 2  
Graphics Functions Supported:  
Special  
Price: \$495  
Distribution Method: End User,  
CEM  
Number Installed to Date: Under  
100  
Date First Installed: August 1983

## BENTEC

300 LINE PRINTER  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 250 lpm  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 17  
Price: \$7,500 to \$9,015  
Distribution Method: OEM, Third-Party  
Date First Installed: April 1979  
(See Vendor Profile Page V-13)

## BENTEC

8234-1  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 140 lpm  
Maximum Characters Per Line: 196  
Standard Character Set Size: 96

Optical Character Set Size: 128,  
184  
Character Code: Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 19  
Graphics Functions Supported:  
Characters  
Price: \$8,395  
Distribution Method: End User  
Date First Installed: July 1982  
(See Vendor Profile Page V-17)

## BENTEC

300 LINE PRINTER  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 190 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 19  
Price: \$11,600  
Distribution Method: End User,  
CEM  
Number Installed to Date: 500 -  
1,000  
(See Vendor Profile Page V-17)

## BENTEC

300 LINE PRINTER  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 180 lpm  
Maximum Characters Per Line: 20  
Standard Character Set Size: 75  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction, Belt  
Drive  
Forms Type Accepted: Roll  
Graphics Functions Supported: Plot  
Matrix  
Price: \$1,300  
Distribution Method: End User  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: January 1979  
(See Vendor Profile Page V-19)

## BENTEC

300 LINE PRINTER  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 110 lpm  
Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Price: \$625  
Distribution Method: End User,  
CEM  
Number Installed to Date: 1,000 -  
5,000  
(See Vendor Profile Page V-21)

## BENTEC

300 LINE PRINTER  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 110 lpm

## Line Printers

Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Price: \$625  
Distribution Method: End User,  
CEM  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: January 1981

## BENTEC

300 LINE PRINTER  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 110 lpm  
Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Price: \$725  
Distribution Method: End User,  
CEM  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: 1981

## BENTEC

300 LINE PRINTER  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 110 lpm  
Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Price: \$675  
Distribution Method: End User,  
CEM  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: 1981

## BENTEC

300 LINE PRINTER  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 110 lpm  
Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Price: \$675  
Distribution Method: End User,  
CEM  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: 1981

## BENTEC

300 LINE PRINTER  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 110 lpm  
Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Price: \$725  
Distribution Method: End User,  
CEM

## Line Printers

Under 200 lpm

Number Installed to Date: 1,000 - 5,000  
Date First Installed: 1981

**NEEDHAM CORP.**  
MAP-30 SEC  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 110 lpm  
Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fold  
Price: \$725  
Distribution Method: End User  
OEM  
Number Installed to Date: 1,000 - 5,000

**OCR CORP.**  
OCR 5415  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 50 lpm  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 10  
Price: \$2,200  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: June 1981  
(See Vendor Profile Page V-24)

**POINTVIEW, INC.**  
SPV LINE PRINTER  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 lpm  
Maximum Characters Per Line: 200  
Standard Character Set Size: 254  
Optional Character Set Size: 54  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Graphics Functions Supported:  
Printings: Forms Generation, Dot Addressing, Lines, Bar Codes  
Price: \$3,745  
Distribution Method: Third-Party  
(See Vendor Profile Page V-27)

**RACAL-BANA INSTRUMENTS, LTD.**  
NBT THERMAL  
Print Mechanism: Nonimpact  
Print Technique: Dot Matrix  
Maximum Print Speed: 3 lpm  
Maximum Characters Per Line: 16  
Optional Character Set Size: 64  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fold  
Maximum Form Width (in.): 3  
Price: \$1,300  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: June 1980  
(See Vendor Profile Page V-28)

**RACAL-BANA INSTRUMENTS, LTD.**  
1982 THERMAL  
Print Mechanism: Nonimpact  
Print Technique: Dot Matrix  
Maximum Print Speed: 3 lpm  
Maximum Characters Per Line: 10  
Optional Character Set Size: 64  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fold  
Maximum Form Width (in.): 3  
Price: \$1,500  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: June 1980

**SAUTER CORP.**  
4100 COLCLOUGH PRINTER  
Print Mechanism: Nonimpact  
Print Technique: Dot Matrix  
Maximum Print Speed: 40 lpm  
Maximum Characters Per Line: 130  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Graphics Functions Supported:  
Arc, Patterns, Curves  
Colors Supported: 8  
Price: \$5,595  
Distribution Method: End User, OEM  
(See Vendor Profile Page V-28)

**RENAISSANCE MARKETING, INC.**  
RENAISSANCE LPTW80  
Print Mechanism: Impact  
Print Technique: Cherry/Tilt  
Maximum Print Speed: 130 cpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 75  
Optional Character Set Size: 48, 64, 96  
Character Code: Ebcidic  
Form Feed Method: Tractor, Pin Feed  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 19  
Price: \$19,000  
Distribution Method: End User, Third-Party  
Number Installed to Date: 100 - 500  
Date First Installed: 1974  
(See Vendor Profile Page V-32)

**TAB PRODUCTS CO.**  
M143  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 130 cpm  
Maximum Characters Per Line: 96  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15 1/2  
Graphics Functions Supported:  
Arc, Curves, Patterns, Three-Dimensional  
Price: \$1,296  
Distribution Method: End User

Date First Installed: April 1982  
(See Vendor Profile Page V-32)

**TAB PRODUCTS CO.**  
M184  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cpm  
Maximum Characters Per Line: 130  
Standard Character Set Size: 96  
Optional Character Set Size: 64  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15 1/2  
Graphics Functions Supported:  
Arcs, Curves, Patterns  
Price: \$1,798  
Distribution Method: End User  
Date First Installed: June 1983

**TAB PRODUCTS CO.**  
M190  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 35 cpm  
Maximum Characters Per Line: 98  
Standard Character Set Size: 96  
Optional Character Set Size: 64  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15.5  
Graphics Functions Supported:  
Arcs, Curves, Patterns, Three-Dimensional  
Price: \$2,200  
Distribution Method: End User  
Date First Installed: June 1984

**YAMBO CORP.**  
LSP 2118  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 lpm  
Maximum Characters Per Line: 132  
Optional Character Set Size: 30  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$3,565  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: January 1984  
(See Vendor Profile Page V-33)

**TECHNOLOGICAL SYSTEMS, INC.**  
LED-128  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 130 cpm  
Maximum Characters Per Line: 40  
Standard Character Set Size: 96  
Character Code: Ascii, Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 13  
Graphics Functions Supported:  
Arcs, Curves, Charts, Three-Dimensional  
Price: \$2,500

Price: \$14,500  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: June 1970  
(See Vendor Profile Page V-35)

**TYLDES, INC.**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 190 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 16  
Graphics Functions Supported:  
Arcs, Curves, Patterns, Three-Dimensional, Charts  
Colors Supported: 256  
Price: \$11,500  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: 1979  
(See Vendor Profile Page V-33)

**TYLDES, INC.**  
TP-180  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 16  
Graphics Functions Supported:  
Arcs, Curves, Patterns, Three-Dimensional, Charts  
Price: \$5,900  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: January 1980

**VISTA SCIENTIFIC CORP.**  
MS260, 729  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 40 lpm  
Maximum Characters Per Line: 22  
Standard Character Set Size: 64  
Optional Character Set Size: 48, 64  
Character Code: Ascii, Hexadecimal  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 2.5  
Colors Supported: 1  
Price: \$2,500  
Distribution Method: OEM  
Number Installed to Date: 1,300  
Date First Installed: March 1980  
(See Vendor Profile Page V-36)

## Line Printers • Serial Printers

### WEBER MARKING SYSTEMS

1750  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 150 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 15  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: May 1984  
(See Vendor Profile Page V-36)

### WEBER MARKING SYSTEMS

2550  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 150 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 15  
Distribution Method: End User

Date First Installed: May 1984

### WEBER MARKING SYSTEMS

LEGITRONICS 2000  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 150 lpm  
Maximum Characters Per Line: 264  
Standard Character Set Size: 128  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 15  
Graphics Functions Supported:  
Arcs, Curves, Patterns, Characters Supported: 1  
Price: \$15,000  
Distribution Method: End User  
Number Installed to Date: 500 - 1,000  
Date First Installed: November 1981

### Line Printers Specified Speed

### BATAPOUTH COMPUTER

24-228  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Characters Per Line: 40  
Standard Character Set Size: 96  
Character Code: Ascii, EBCDIC  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 12  
Graphics Functions Supported:  
Arc, Patterns, Charts  
Colors Supported: 8  
Price: \$1,895  
Distribution Method: End User  
Two-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: 1983  
(See Vendor Profile Page V-10)

### MEDGOTECH CORP.

MAP-PEC  
Print Mechanism: Nonimpact  
Print Technology: Thermal  
Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii

Communications Port: Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Price: \$625  
Distribution Method: End User, OEM  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-21)

### PRINTACOLOR CORP.

16-1600  
Print Mechanism: Nonimpact  
Print Technology: Ink-Jet  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 14  
Graphics Functions Supported:  
Charts, Curves  
Price: \$5,495  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: July 1983  
(See Vendor Profile Page V-27)

## Serial Printers

### Print Speeds Over 800 cps

### A.B. BACK CO.

VIDEO JET PRINTER 8400 SERIES  
Print Mechanism: Nonimpact  
Print Technology: Ink-Jet  
Maximum Print Speed: 1,375 cps  
Maximum Characters Per Line: Variable  
Standard Character Set Size: Variable  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Conveyor  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Graphics Functions Supported: Any  
Colors Supported: 6  
Price: \$75,000 to \$325,000  
Distribution Method: End User  
Number Installed to Date: 5,000 - 10,000  
Date First Installed: 1980  
(See Vendor Profile Page V-1)

### BATAPRODUCTS CORP.

8070  
Print Mechanism: Impact  
Print Technology: Dot Matrix

Maximum Print Speed: 700 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Dot Addressing  
Colors Supported: 4  
Price: \$2,195  
Date First Installed: March 1984  
(See Vendor Profile Page V-15)

### FLORIDA DATA CORP.

OSP 110  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 600 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 192  
Optional Character Set Size: Variable  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Roll  
Maximum Form Width (in.): 11  
Graphics Functions Supported: Any  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: January 1984  
(See Vendor Profile Page V-14)

### FLORIDA DATA CORP.

OSP 188  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 600 cps  
Maximum Characters Per Line: 132  
Maximum Characters Per Line: 296  
Standard Character Set Size: 192  
Optional Character Set Size: Up to 100  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 11  
Graphics Functions Supported:  
Page Graphics  
Price: \$4,500  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 5,000 - 10,000  
Date First Installed: September 1981

### FRANCHISE MARKING SYSTEMS

### COMING UNLEASH

Print Mechanism: Nonimpact  
Print Technology: Ink-Jet  
Maximum Print Speed: 1,523 cps  
Maximum Characters Per Line: 255  
Standard Character Set Size: 64  
Character Code: Ascii  
Communications Port:

Serial, Parallel  
Price: \$13,000  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: 1975  
(See Vendor Profile Page V-14)

### INFORMATION DEVICES

### CORP.

RAM-400 REMOTE BATCH PRINTER/PLOTTER  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 800 cps  
Maximum Characters Per Line: 132  
Optional Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Graphics Functions Supported:  
Arcs, Curves, Patterns, Three-Dimensional Charts  
Price: \$21,000  
Distribution Method: End User, Third-Party  
Number Installed to Date: Under 100  
Date First Installed: December 1980  
(See Vendor Profile Page V-17)

### SOI SYSTEMS, INC.

SO 1000, 1116  
Print Mechanism: Nonimpact  
Print Technology: Electromechanical

## Serial Printers

Over 500 cps • 301 to 500 cps

Maximum Print Speed: 2,200 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Communications Port: Serial  
Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 4  
Distribution Method: OEM  
Date First Installed: 1977  
(See Vendor Profile Page V-31)

**BO SYSTEMS, INC.**  
BOC MODEL 1188  
Print Mechanism: Nonimpact  
Print Technique: Electromagnetic  
Maximum Print Speed: 1,100 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Communications Port: Serial  
Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 2.2  
Price: \$1,000  
Distribution Method: OEM  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: 1980

### 301 to 800 cps Print Speeds

**AT&T TELETYPE CORP.**  
AP-300  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 340 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii, Etc.  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fanfold  
Roll, Cut Sheet  
Distribution Method: Third-Party  
Date First Installed: July 1981  
(See Vendor Profile Page V-4)

**AUTOMATIC PUNCH**  
**TRANSFER SERVICES, INC.**  
APT-300  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Continuous  
Maximum Form Width (in.): 16  
Price: \$22,000  
Distribution Method: End User  
(See Vendor Profile Page V-4)

**CENTRONICS DATA**  
**COMPUTER CORP.**  
MODEL 367  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps

Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 7  
Intelligent  
Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$2,750  
Distribution Method: End User, OEM, Third-Party  
(See Vendor Profile Page V-4)

**CENTRONICS DATA**  
**COMPUTER CORP.**  
MODEL 368  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 7  
Intelligent  
Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$3,150  
Distribution Method: End User, OEM, Third-Party

**BATAMEDIA CORP.**  
MODEL 820 PRINTER  
Print Mechanism: Nonimpact  
Print Technique: Dot Matrix  
Maximum Print Speed: 340 cps  
Maximum Characters Per Line: 161  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Full Business Graphics  
Price: \$2,395  
Date First Installed: 1983  
(See Vendor Profile Page V-10)

**BATAPRODUCTS CORP.**  
M-360  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 340 cps  
Maximum Characters Per Line: 128  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$3,000  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: 1978  
(See Vendor Profile Page V-10)

**BERNARD MANUFACTURING**  
400  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 350 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Optional Character Set Size: 128, 256, Variable  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Roll  
Price: \$7,950  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: December 1983  
(See Vendor Profile Page V-17)

**SHARLO SYSTEMS, INC.**  
DOT MATRIX 28  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$2,200  
Distribution Method: Third-Party  
Date First Installed: October 1982  
(See Vendor Profile Page V-17)

**GENERAL BUSINESS**  
**TECHNOLOGY, INC.**  
525XCP  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$5,400  
Distribution Method: End User, Third-Party  
Date First Installed: 1983  
(See Vendor Profile Page V-15)

**GENERAL BUSINESS**  
**TECHNOLOGY, INC.**  
525XCP  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$4,750  
Distribution Method: Third-Party  
Date First Installed: 1983

**BERNARD CORP.**  
3404  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps

Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$3,810 to \$2,850  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: 1982  
(See Vendor Profile Page V-15)

**BERNARD CORP.**  
GE 3400  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$2,450 to \$2,450  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: 1982

**INFOCORP, INC.**  
1058  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported: 76 x 72 points, 144 x 144 points  
Price: \$2,495  
Distribution Method: End User  
OEM  
Number Installed to Date: Under 100  
(See Vendor Profile Page V-18)

**INTERSTATE DATA**  
**ELECTRONIC, INC.**  
BIT 440L  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Curves, Patterns, Charts  
Colors Supported: 4

Number Installed to Date: Under 100  
(See Vendor Profile Page V-18)

**RESORTEX CORP.**  
**8888 MULTIFUNCTION MATRIX PRINTER**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 350 cps  
Maximum Characters Per Line: 144  
Character Code: Ascii, Ebclic  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$9,495  
Distribution Method: End User  
Date First Installed: November 1983  
(See Vendor Profile Page V-27)

**NOI CORP.**  
**NOI 8442 DUAL MODE**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 325 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Business Graphics  
Price: \$3,700  
Number Installed to Date: Under 100  
(See Vendor Profile Page V-25)

**GRINATA CORP.**  
**PCIDMARK 1550**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 350 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Dot Addressable  
Colors Supported: 2  
Price: \$2,595  
Distribution Method: OEM, Third-Party  
(See Vendor Profile Page V-25)

**GRINATA CORP.**  
**PCIDMARK 3418**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 350 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 6  
Graphics Functions Supported: Dot Addressable  
Colors Supported: 2  
Price: \$2,595

Distribution Method: OEM, Third-Party  
Date First Installed: March 1983

**PRINTER, INC.**  
**PRINTER 800**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 340 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported: All  
Port Addressable  
Colors Supported: 1  
Price: \$2,395  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: April 1982  
(See Vendor Profile Page V-36)

**SISSER DATA PRODUCTS**  
812  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 14.5  
Graphics Functions Supported: Dot Addressable  
Price: \$2,600  
Distribution Method: End User, OEM  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: June 1983  
(See Vendor Profile Page V-35)

**SISSER DATA PRODUCTS**  
818  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 14.5  
Colors Supported: 4  
Price: \$3,000  
Distribution Method: End User, OEM  
Number Installed to Date: 1,000 - 5,000

**SOUTHERN SYSTEMS, INC.**  
84-209  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 340 cps  
Maximum Characters Per Line: 132

Standard Character Set Size: 126  
Character Code: Ascii, Ebclic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 150  
Price: \$3,000  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-37)

**TEXTREUSE, INC.**  
8543  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 340 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 126  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$4,300  
Distribution Method: End User  
(See Vendor Profile Page V-34)

**TEXAS INSTRUMENTS, INC.**  
**DSM 850 MODEL 860**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: International  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 13  
Graphics Functions Supported: Dot Addressable, Patterns, Charts  
Price: \$2,195  
(See Vendor Profile Page V-35)

**VESTER GRAPHIC, INC.**  
9099  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 340 cps  
Maximum Characters Per Line: 130  
Standard Character Set Size: 126  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$3,450  
Distribution Method: OEM, Third-Party  
(See Vendor Profile Page V-36)

**Print Speeds**  
**500 to 300 cps**

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 72  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Charts  
Colors Supported: 7  
Price: \$2,895  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: Under 100  
Date First Installed: February 1984  
(See Vendor Profile Page V-1)

**AMPAK BUSINESS SYSTEMS, INC.**  
1827  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 106  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$2,895  
Distribution Method: End User, Third-Party  
(See Vendor Profile Page V-2)

**AMPAK BUSINESS SYSTEMS, INC.**  
3815/34, 38, 39  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 106  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$2,895  
Distribution Method: End User, Third-Party  
(See Vendor Profile Page V-2)

**AMPAK BUSINESS SYSTEMS, INC.**  
3815/34, 38, 39  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$4,355  
Date First Installed: 1981

**AMPAK BUSINESS SYSTEMS, INC.**  
3825/34, 38, 39  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$3,995  
Date First Installed: 1981

**ADVANCED MATRIX TECHNOLOGY, INC.**  
OFFICE PRINTER

## Serial Printers

100 to 300 cps

**AMPEL BUSINESS SYSTEMS, INC.**  
75-88 B/34, 36, 38  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Friction  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 10  
Graphics Functions Supported:  
Graphic, Curves, Patterns, Charts  
Price: \$2,595  
Distribution Method: End User  
Third-Party  
Date First Installed: 1984

**ANALOG, INC.**  
DP-8018  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method: Tractor  
Form Type Accepted:  
Fanfold  
Maximum Form Width (in.): 15  
Graphics Functions Supported:  
High-Resolution  
Price: \$1,825  
Distribution Method: OEM, Third-Party  
Date First Installed: October 1980  
(See Vendor Profile Page V-8)

**ANALOG, INC.**  
DP-8068  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method: Tractor  
Form Type Accepted:  
Fanfold  
Maximum Form Width (in.): 15  
Price: \$1,280  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000

**ANALOG, INC.**  
DP-8018  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method: Tractor  
Form Type Accepted:  
Fanfold  
Maximum Form Width (in.): 15  
Price: \$1,280

Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: May 1980

**ANALOG, INC.**  
DP-8028  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 240 cps  
Maximum Characters Per Line: 220  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$1,380  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 5,000 - 10,000

**ANALOG, INC.**  
DP-8028  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 240 cps  
Maximum Characters Per Line: 220  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$1,500  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: March 1983

**ANALOG, INC.**  
DP-8728  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 240 cps  
Maximum Characters Per Line: 220  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$1,655  
Number Installed to Date: 100 - 500  
Date First Installed: December 1983

**ANALOG, INC.**  
WP-8009 MULTIMODE PRINTER  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 265 cps  
Maximum Characters Per Line: 220  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 13

Graphics Functions Supported: All  
Dot Addressable  
Price: \$2,700  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: October 1982

**ANALOG, INC.**  
DP-8008  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Size: 95  
Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 13  
Price: \$1,500  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000

**ANDERSON JACOBSON, INC.**  
AJM4  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 225  
Standard Character Set Size: 132  
Optional Character Set Size: 96  
Character Code: Ascii, Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor, Friction, Pin Feed  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported:  
Curves, Patterns, Charts  
Colors Supported: 1  
Price: \$2,595  
Distribution Method: End User, Third-Party  
Date First Installed: 1983  
(See Vendor Profile Page V-3)

**APPLE COMPUTER, INC.**  
APPLE DOT MATRIX PRINTER  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Optional Character Set Size: Variable  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported:  
High-Resolution  
Colors Supported: 1  
Price: \$695  
Distribution Method: Third-Party  
Date First Installed: January 1983  
(See Vendor Profile Page V-3)

**APPLE COMPUTER, INC.**  
BAGGIEWRITER  
Print Mechanism: Impact

Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported: All  
Addressable  
Price: \$595  
Distribution Method:  
Third-Party  
Date First Installed: January 1984

**AT&T INFORMATION SYSTEMS**  
476V27478  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Character Set Size: 96  
Character Code: Ascii, Ebcidic  
Communications Port: Serial  
Parallel  
Price: \$895  
Date First Installed: July 1984  
(See Vendor Profile Page V-6)

**ADDS CORP.**  
E1401A  
Print Mechanism: Nonimpact  
Print Technique: Electrostatic  
Maximum Print Speed: 182 cps  
Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method:  
Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 5  
Price: \$425  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: September 1977  
(See Vendor Profile Page V-6)

**ADDS CORP.**  
E1401B  
Print Mechanism: Nonimpact  
Print Technique: Electrostatic  
Maximum Print Speed: 182 cps  
Maximum Characters Per Line: 137  
Standard Character Set Size: 96  
Optional Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method:  
Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 8  
Price: \$536  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: September 1977

**ADDS CORP.**  
E1401C  
Print Mechanism: Nonimpact  
Print Technique: Electrostatic  
Maximum Print Speed: 240 cps  
Maximum Characters Per Line: 137  
Standard Character Set Size: 96



Optional Character Set Basic: 128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 9  
Price: \$250  
Distribution Method: End User,  
OEM, Third-Party  
Date First Installed: 1977

#### 800 GOSP.

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 300 cps  
Maximum Characters Per Line: 132  
Standard Character Set Basic: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction, Pin  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported:  
Graphic, Bar Codes  
Distribution Method: End User,  
OEM, Third-Party  
Number Installed to Date: 100 - 500  
Date First Installed: 1983  
(See Vendor Profile Page V-6)

#### BUSINESS INFORMATION SYSTEMS, INC.

C-4185  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Basic: 128  
Optional Character Set Basic: 48,  
User Selection  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 16  
Price: \$27,500  
Distribution Method: OEM, Third-Party  
Date First Installed: 1961  
(See Vendor Profile Page V-9)

#### BUSINESS INFORMATION SYSTEMS, INC.

C-4280  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 250 cps  
Maximum Characters Per Line: 132  
Standard Character Set Basic: 128  
Optional Character Set Basic: User Selection  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot Addressable  
Price: \$7,000  
Distribution Method: OEM, Third-Party  
Date First Installed: 1983

#### BUSINESS INFORMATION SYSTEMS, INC.

C-4516  
Print Mechanism: Impact  
Print Techniques: Daisywheel  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 80  
Standard Character Set Basic: 96  
Optional Character Set Basic: 48,  
128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 15  
Graphics Functions Supported:  
Ascii, Charic, Three-Dimensional,  
Curve, Diagram  
Price: \$875  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: 1981

#### GARON U.S.A., INC.

A 1389  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Standard Character Set Basic: 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Pin  
Form Type Accepted: Roll, Cut Sheet  
Maximum Form Width (in.): 9  
Graphics Functions Supported: Dot Addressable  
Colors Supported: 1  
Price: \$205  
Distribution Method: Third-Party  
(See Vendor Profile Page V-9)

#### GARON U.S.A., INC.

PI 1000A  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 80  
Standard Character Set Basic: 96  
Optional Character Set Basic: European  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Dot Addressable  
Price: \$205  
Date First Installed: April 1984

#### GARON U.S.A., INC.

PI 1180A  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 164  
Standard Character Set Basic: 96  
Optional Character Set Basic: 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 17  
Graphics Functions Supported: Dot Addressable

#### Price: \$935

Number Installed to Date: 500 - 1,000

#### GAYTEL SECURITY CORP.

SE800  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 40  
Standard Character Set Basic: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Form Type Accepted: Cut Sheet  
Maximum Form Width (in.): 9  
Graphics Functions Supported: Dot Addressable  
Price: \$7,085  
Distribution Method: End User,  
OEM  
Number Installed to Date: 100 - 500  
Date First Installed: January 1984  
(See Vendor Profile Page V-5)

#### GAYTEL SECURITY CORP.

SE850  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 40  
Standard Character Set Basic: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Form Type Accepted: Cut Sheet  
Maximum Form Width (in.): 9  
Price: \$955  
Distribution Method: End User,  
OEM  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: 1982

#### GAYTEL SECURITY CORP.

SE850 5447  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 40  
Standard Character Set Basic: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 3.5  
Price: \$985  
Distribution Method: End User,  
OEM  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: 1982

#### GARON, INC.

LQ1  
Print Mechanism: Impact  
Print Techniques: Daisywheel  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Basic: 96  
Optional Character Set Basic: 128,  
256  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Form Type Accepted: Cut Sheet

#### Maximum Form Width (in.): 13

Price: \$955  
Distribution Method: Third-Party  
Date First Installed: February 1984  
(See Vendor Profile Page V-5)

#### GARON, INC.

LQ1  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 80  
Standard Character Set Basic: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 3.7  
Price: \$300  
Distribution Method: Third-Party

#### GARON, INC.

LQ1  
Print Mechanism: Impact  
Print Techniques: Daisywheel  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Basic: 96  
Optional Character Set Basic: 128,  
256  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 11  
Price: \$450  
Distribution Method: Third-Party  
Date First Installed: 1984

#### GARON, INC.

SE850 5447  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Optional Character Set Basic: Programmable  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 14.26  
Graphics Functions Supported: Dot Addressable  
Colors Supported: 1  
Price: \$2,150  
Distribution Method: End User,  
OEM  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: March 1981  
(See Vendor Profile Page V-5)

#### CONTINENTAL DATA COMPUTER CORP.

SC200, 180  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Basic: 96  
Optional Character Set Basic: 128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction, Pin

## Serial Printers

100 to 300 cps

Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Distribution Method: OEM  
(See Vendor Profile Page V-6)

**ENTRONICS DATA COMPUTER CORP.**  
MODEL 182  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 150 cps  
Standard Character Set Size: 96  
Optional Character Set Sizes: 1 International  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Cut Sheet  
Distribution Method: OEM

**ENTRONICS DATA COMPUTER CORP.**  
MODEL 185  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 150 cps  
Standard Character Set Size: 132  
Optional Character Set Sizes: 96, French  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 10  
Distribution Method: OEM

**ENTRONICS DATA COMPUTER CORP.**  
MODEL 351 PRINTSTATION  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 200 cps  
Standard Character Set Size: 132  
Optional Character Set Sizes: 7 International  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$2,195  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: 1982

**ENTRONICS DATA COMPUTER CORP.**  
MODEL 353 PRINTSTATION  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 200 cps  
Standard Character Set Size: 132  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Cut Sheet

Maximum Form Width (in.): 15  
Price: \$2,295  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: March 1982

**ENTRONICS DATA COMPUTER CORP.**  
MODEL 353 PRINTSTATION  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 200 cps  
Standard Character Set Size: 132  
Optional Character Set Sizes: 7 International  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$2,495  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: April 1982

**G. FYNN DIGITAL PRODUCTS**  
MODEL 8800 SERIES  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 180 cps  
Standard Character Set Size: 96  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Communications Port: Serial, Parallel  
Price: \$1,125 to \$1,385  
(See Vendor Profile Page V-6)

**G. FYNN DIGITAL PRODUCTS**  
MODEL 9610 S SERIES  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 180 cps  
Standard Character Set Size: 96  
Communications Port: Serial, Parallel  
Price: \$1,125 to \$1,170

**G. FYNN DIGITAL PRODUCTS**  
MODEL 9610 S SERIES  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 180 cps  
Standard Character Set Size: 96  
Communications Port: Serial, Parallel  
Price: \$795

**G. FYNN ELECTRONICS**  
18100  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 120 cps  
Standard Character Set Size: 96  
Character Code: Ascii

Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 4.5  
Price: \$895  
(See Vendor Profile Page V-6)

**G. FYNN ELECTRONICS**  
18800CE  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 180 cps  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 4.5  
Price: \$1,225

**G. FYNN ELECTRONICS**  
167N  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 180 cps  
Standard Character Set Size: 132  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15.5  
Graphics Functions Supported: Dot Addressable  
Price: \$1,995  
Number Installed to Date: Under 100

**G. FYNN ELECTRONICS**  
7600E  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 120 cps  
Standard Character Set Size: 80  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15.5  
Graphics Functions Supported: Dot Addressable  
Price: \$1,995  
Number Installed to Date: Under 100

**G. FYNN ELECTRONICS**  
9610E  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 180 cps  
Standard Character Set Size: 96  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 4.5  
Price: \$425

**G. FYNN ELECTRONICS**  
9610CE  
Print Mechanism: Impact

Print Technology: Dot Matrix  
Maximum Print Speed: 180 cps  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 4.5  
Price: \$895

**COMPUTER DESIGNED SYSTEMS, INC.**  
P60-166  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 180 cps  
Standard Character Set Size: 132  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 14  
Graphics Functions Supported: Ascii, Pictures, Curves, Charts  
Colors Supported: 2  
Price: \$5,265  
Distribution Method: End User  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: June 1977  
(See Vendor Profile Page V-6)

**COMPUTER DESIGNED SYSTEMS, INC.**  
P60-260  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 200 cps  
Standard Character Set Size: 132  
Optional Character Set Sizes: 96  
Character Code: Ascii, Etc.  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 14  
Graphics Functions Supported: Ascii, Pictures, Curves, Charts  
Colors Supported: 2  
Price: \$8,200  
Distribution Method: End User  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: June 1977

**COMPUTER DESIGNED SYSTEMS, INC.**  
P60-210  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 210 cps  
Standard Character Set Size: 132  
Optional Character Set Sizes: 96  
Character Code: Ascii, Etc.  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin

# Over one million IBM PC owners can now own printers as good as their PCs.



Now, every IBM PC owner, as well as everyone who has an IBM PC lookalike, can own a reliable C. Itoh printer.

For dedicated compatibility, choose from our EP Series of ProWriters™ dot matrix printers. Monochrome or full color. Speeds up to 180 characters per second and up to 100 lines a minute throughput. And all with built-in graphics capabilities.

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**C. Itoh**  
DIGITAL PRODUCTS

## Serial Printers

100 to 300 cps

Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 14  
Graphics Functions Supported: Area, Curves, Patterns, Charts  
Colors Supported: 2  
Price: \$1,200  
Distribution Method: End User  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: June 1977

**COMPUTER TRANSDUCER SYSTEMS, INC.**  
EXCUPORT 1380  
Pilot Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 126  
Optional Character Set Size: 256  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 18  
Price: \$950  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page 1-8)

**COMPUTER TRANSDUCER SYSTEMS, INC.**  
EXCUPORT 1380  
Pilot Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 126  
Optional Character Set Size: 256  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Roll  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: July 1984

**CRASH PERSONALS CORP.**  
SP 4  
Pilot Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Roll  
Graphics Functions Supported: Charts, Curves, Patterns  
Price: \$3,200  
Distribution Method: Third-Party  
Date First Installed: October 1983  
(See Vendor Profile Page 1-8)

**CROWNECO, INC.**  
18  
Pilot Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 80  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction, Pin  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 12

Price: \$1,295  
Distribution Method: Third-Party  
Number Installed to Date: 100 - 500  
Date First Installed: September 1981  
(See Vendor Profile Page 1-8)

**CROWNECO, INC.**  
5795  
Pilot Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 192  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$2,150  
Distribution Method: Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: 1977

**DATA GENERAL CORP.**  
4424  
Pilot Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 160  
Standard Character Set Size: 96  
Optional Character Set Size: 192  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Dot Addressable  
Distribution Method: End User, OEM  
Date First Installed: 1984  
(See Vendor Profile Page 1-8)

**DATAMEDIA CORP.**  
MODEL 818 PRINTER  
Pilot Mechanism: Nonimpact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction, Friction, Pin  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Full Screen Graphics  
Price: \$1,545  
Date First Installed: 1983  
(See Vendor Profile Page 1-8)

**DATAPORT CORP.**  
8821  
Pilot Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Pin

Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$2,300  
Distribution Method: End User, OEM  
Date First Installed: June 1979  
(See Vendor Profile Page 1-8)

**DATAPRODUCTS CORP.**  
8916  
Pilot Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Standard Character Set Size: 96  
Optional Character Set Size: 192  
Character Code: Ascii, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 6.5  
Graphics Functions Supported: Dot Addressable  
Price: \$549  
Date First Installed: March 1984  
(See Vendor Profile Page 1-8)

**DATAPRODUCTS CORP.**  
8828  
Pilot Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Dot Addressable  
Price: \$549  
Date First Installed: March 1984

**DATAPRODUCTS CORP.**  
8828  
Pilot Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot Addressable  
Colors Supported: 4  
Price: \$1,565  
Date First Installed: March 1984

**DATAPRODUCTS CORP.**  
88-18  
Pilot Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 140 cps  
Maximum Characters Per Line: 128  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Roll

Maximum Form Width (in.): 15  
Graphics Functions Supported: Three Dimensional, Automatic Bar Codes, Curves, Automatic Blocks, Patterns  
Price: \$7,500  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: 1981

**DATAPRODUCTS CORP.**  
88-128  
Pilot Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 216  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 18  
Price: \$2,700  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: 1980

**DATAPRODUCTS CORP.**  
P 88  
Pilot Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 96  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot Addressable  
Colors Supported: 6  
Price: \$1,295  
Distribution Method: Third-Party  
Date First Installed: January 1982

**DATAPRODUCTS CORP.**  
P 128  
Pilot Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Dot Addressable  
Colors Supported: 8  
Price: \$1,499  
Distribution Method: Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: January 1982

**DATAPRODUCTS CORP.**  
OR 180 DATAPRINT PRINTER  
Pilot Mechanism: Impact

**Print Techniques:** Dot Matrix  
**Maximum Print Speed:** 180 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii, APL, Communications Port Serial, Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 15  
**Colors Supported:** 1  
**Price:** \$1,260  
**Distribution Method:** OEM, Third Party  
**Number Installed to Date:** 10,000 - 50,000  
**Date First Installed:** June 1980  
*(See Vendor Profile Page V-10)*

**DELTA DATA SYSTEMS CORP.**  
**DE 8800T**  
**Print Mechanism:** Impact  
**Print Techniques:** Dot Matrix  
**Maximum Print Speed:** 180 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Optional Character Set Size:** 128  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 11  
**Graphics Functions Supported:** Dot Addressable  
**Distribution Method:** End User, OEM  
**Date First Installed:** July 1983  
*(See Vendor Profile Page V-11)*

**DEWISON MANUFACTURING CO.**  
**4302**  
**Print Mechanism:** Impact  
**Print Techniques:** Dot Matrix  
**Maximum Print Speed:** 120 cps  
**Maximum Characters Per Line:** 136  
**Standard Character Set Size:** 96  
**Optional Character Set Size:** 128  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold, Roll  
**Price:** \$4,750  
**Distribution Method:** End User  
**Number Installed to Date:** 100 - 500  
**Date First Installed:** April 1983  
*(See Vendor Profile Page V-11)*

**DEWISON MANUFACTURING CO.**  
**7309**  
**Print Mechanism:** Impact  
**Print Techniques:** Dot Matrix  
**Maximum Print Speed:** 120 cps  
**Maximum Characters Per Line:** 136  
**Standard Character Set Size:** 96  
**Optional Character Set Size:** 128  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold, Roll  
**Price:** \$5,495  
**Distribution Method:** End User  
**Number Installed to Date:** 75

**Date First Installed:** July 1983  
**DIAGLO SYSTEMS, INC.**  
**MODEL 28 CQ**  
**Print Mechanism:** Impact  
**Print Techniques:** Dot Matrix  
**Maximum Print Speed:** 150 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Optional Character Set Size:** 128  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Pin  
**Form Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Graphics Functions Supported:** Dot Addressable  
**Price:** \$995  
**Distribution Method:** Third Party  
**Date First Installed:** October 1982  
*(See Vendor Profile Page V-11)*

**EMERALD EQUIPMENT CORP.**  
**LETTERWRITER 108**  
**Print Mechanism:** Impact  
**Print Techniques:** Dot Matrix  
**Maximum Print Speed:** 240 cps  
**Maximum Characters Per Line:** 132  
**Optional Character Set Size:** 128  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Graphics Functions Supported:** Bit-Mapped  
**Price:** \$1,585 to \$2,295  
**Distribution Method:** End User, OEM, Third Party  
**Date First Installed:** June 1982  
*(See Vendor Profile Page V-11)*

**EMERALD EQUIPMENT CORP.**  
**DURAWRITER 96**  
**Print Mechanism:** Impact  
**Print Techniques:** Dot Matrix  
**Maximum Print Speed:** 150 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 10  
**Graphics Functions Supported:** Dot Addressable  
**Distribution Method:** End User, OEM, Third Party  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** December 1981  
*(See Vendor Profile Page V-11)*

**EMERALD EQUIPMENT CORP.**  
**DURAWRITER 102**  
**Print Mechanism:** Impact  
**Print Techniques:** Dot Matrix  
**Maximum Print Speed:** 160 cps  
**Maximum Characters Per Line:** 136  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold

**Maximum Form Width (in.):** 17  
**Graphics Functions Supported:** Dot Addressable, Pictoria  
**Price:** \$1,295  
**Distribution Method:** End User, OEM, Third Party  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** February 1981

**EMERALD EQUIPMENT CORP.**  
**FORMWRITER 96**  
**Print Mechanism:** Impact  
**Print Techniques:** Dot Matrix  
**Maximum Print Speed:** 150 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 11  
**Graphics Functions Supported:** Dot Addressable  
**Colors Supported:** 1  
**Price:** \$1,156  
**Distribution Method:** End User, OEM, Third Party  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** June 1982

**EMERALD EQUIPMENT CORP.**  
**FORMWRITER 150**  
**Print Mechanism:** Impact  
**Print Techniques:** Dot Matrix  
**Maximum Print Speed:** 180 cps  
**Maximum Characters Per Line:** 136  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 14  
**Graphics Functions Supported:** Dot Addressable  
**Distribution Method:** End User, OEM, Third Party  
**Number Installed to Date:** 500 - 1,000  
**Date First Installed:** June 1982

**EMERALD EQUIPMENT CORP.**  
**FORMWRITER 150**  
**Print Mechanism:** Impact  
**Print Techniques:** Dot Matrix  
**Maximum Print Speed:** 180 cps  
**Maximum Characters Per Line:** 218  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 36  
**Graphics Functions Supported:** Curves, Patterns, Charts  
**Price:** \$1,585  
**Distribution Method:** End User, OEM  
**Date First Installed:** November 1983  
*(See Vendor Profile Page V-12)*

**EMERALD EQUIPMENT CORP.**  
**FORMWRITER 150**  
**Print Mechanism:** Impact  
**Print Techniques:** Dot Matrix

**Maximum Print Speed:** 120 cps  
**Maximum Characters Per Line:** 40  
**Optional Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Friction  
**Form Type Accepted:** Fanfold, Roll  
**Graphics Functions Supported:** Dot Addressable  
**Colors Supported:** 1  
**Price:** \$1,200 to \$1,300  
**Distribution Method:** End User, OEM  
**Number Installed to Date:** 500 - 1,000  
**Date First Installed:** September 1983  
*(See Vendor Profile Page V-13)*

**EMERALD EQUIPMENT CORP.**  
**FORMWRITER 150**  
**Print Mechanism:** Impact  
**Print Techniques:** Dot Matrix  
**Maximum Print Speed:** 180 cps  
**Maximum Characters Per Line:** 144  
**Standard Character Set Size:** 128  
**Optional Character Set Size:** 198  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Graphics Functions Supported:** Arcs, Three-Dimensional, Curves, Charts, Patterns  
**Colors Supported:** 8  
**Price:** \$2,495  
**Distribution Method:** End User, OEM, Third Party  
**Date First Installed:** November 1982  
*(See Vendor Profile Page V-13)*

**EMERALD EQUIPMENT CORP.**  
**FORMWRITER 150**  
**Print Mechanism:** Impact  
**Print Techniques:** Dot Matrix  
**Maximum Print Speed:** 180 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 10  
**Graphics Functions Supported:** Curves, Patterns, Charts  
**Colors Supported:** 2  
**Price:** \$995  
**Distribution Method:** Third Party  
**Date First Installed:** June 1983  
*(See Vendor Profile Page V-14)*

**EMERALD EQUIPMENT CORP.**  
**FORMWRITER 150**  
**Print Mechanism:** Impact  
**Print Techniques:** Dot Matrix  
**Maximum Print Speed:** 180 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 12  
**Price:** \$995

## Serial Printers

100 to 300 cps

### EPSON AMERICA, INC.

LD-1000  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 136  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll  
Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported:  
Curves, Arcs, Charts, Three-Dimensional  
Price: \$1,365  
Date First Installed: April 1984

### EPSON AMERICA, INC.

R2-180  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll  
Graphics Functions Supported:  
Curves, Patterns, Charts  
Colors Supported: 2  
Price: \$970  
Distribution Method: OEM, Third-Party  
Number Installed to Date: Under 100  
Date First Installed: August 1983

### FLORIDA BAY CORP.

OMP 130  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 236  
Standard Character Set Size: 102  
Optional Character Set Size: Up to 100  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Pin  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 11  
Graphics Functions Supported:  
Raster Graphics  
Price: \$4,100  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: 1981  
(See Vendor Profile Page V-14)

### FIATRYN AMERICA, INC.

SPRIS (SUBMITTER MATRIX II)  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 255  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Price: \$905  
Distribution Method: OEM, Third-Party  
Number Installed to Date: Under 100

Date First Installed: July 1984  
(See Vendor Profile Page V-15)

### GENERAL BUSINESS TECHNOLOGY, INC.

5303SP  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 198  
Standard Character Set Size: 96  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$3,995  
Distribution Method: End User, Third-Party  
Date First Installed: 1981  
(See Vendor Profile Page V-15)

### GENERAL BUSINESS TECHNOLOGY, INC.

5303SP  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 198  
Standard Character Set Size: 96  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$3,995  
Distribution Method: End User, Third-Party  
Date First Installed: 1981

### GENERAL BUSINESS TECHNOLOGY, INC.

5307PA  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$2,595  
Distribution Method: End User, Third-Party  
Date First Installed: 1982

### GENERAL BUSINESS TECHNOLOGY, INC.

5307PA  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$2,995  
Distribution Method: End User, Third-Party  
Date First Installed: 1982

### GENERAL BUSINESS TECHNOLOGY, INC.

5310BL

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 198  
Standard Character Set Size: 96  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Graphics Functions Supported:  
Charts, Bar Charts, Boxes  
Colors Supported: 1  
Price: \$4,555  
Distribution Method: End User, Third-Party  
Date First Installed: 1983

### GENCOM CORP.

3034  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Pin  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Price: \$1,495 to \$1,550  
Distribution Method: OEM, Third-Party  
Date First Installed: December 1983  
(See Vendor Profile Page V-15)

### GENCOM CORP.

318R  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$1,990 to \$2,000  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1982

### GENCOM CORP.

3181  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 12  
Price: \$1,830 to \$2,000  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1982

### GENCOM CORP.

3185  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps

Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 12  
Price: \$2,130 to \$2,230  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1982

### GENCOM CORP.

320R  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Pin  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 18  
Price: \$2,210 to \$2,250  
Distribution Method: OEM, Third-Party  
Date First Installed: 1982

### GENCOM CORP.

320R  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Pin  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Price: \$2,450 to \$2,490  
Distribution Method: OEM, Third-Party  
Date First Installed: 1982

### GENCOM CORP.

GE 3014  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$1,195 to \$1,199  
Graphics Functions Supported: Dot Placement  
Price: \$1,195 to \$1,199  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: December 1983

### GENCOM CORP.

GE 3184  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps



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Printers

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Graphics Functions Supported: 72  
x 72 points, 144 x 144 points  
Price: \$1,395  
Distribution Method: End User,  
DEM

Number Installed to Date: 500

#### INFOCORP, INC.

1980

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii, Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 16  
Colors Supported: 8  
Price: \$2,195  
Distribution Method: End User,  
DEM

#### SUPRACORP, INC.

DEMAND DOCUMENT PRINTER

700

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 96  
Standard Character Set Size: 96  
Character Code: Ascii  
Form Feed Method: Tractor  
Maximum Form Width (in.): 16  
Colors Supported: 8  
Price: \$1,895  
Distribution Method: End User,  
DEM  
Number Installed to Date: 100 - 500  
Date First Installed: December 1983

#### INTERFACE DATA

ELKTRONICS, INC.

MT 75-40

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 140 cps  
Standard Character Set Size: 128  
Optional Character Set Size: 96  
Character Code: Ascii, Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor  
Maximum Form Width (in.): 10  
Colors Supported: 1  
Price: \$5,495  
Number Installed to Date: Under 100  
(See Vendor Profile Page V-18)

#### INTERFACE DATA

ELKTRONICS, INC.

MT 1600

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 128  
Standard Character Set Size: 96  
Character Code: Ascii, Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor, Friction, Pin  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Curves, Patterns, Charts  
Colors Supported: 1

Price: \$2,895

Number Installed to Date: Under 100  
Date First Installed: June 1983

#### INTERFACE DATA

ELKTRONICS, INC.

MT 1600

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii, Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor, Friction, Pin  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Curves, Patterns, Charts  
Colors Supported: 1  
Price: \$2,790

#### INTERFACE DATA

ELKTRONICS, INC.

MT 1900

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Optional Character Set Size: 96  
Character Code: Ascii, Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor, Friction, Pin  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Curves, Patterns, Charts  
Colors Supported: 1  
Price: \$2,995  
Number Installed to Date: Under 100

#### INTERFACE DATA

ELKTRONICS, INC.

MT 1900

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii, Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor, Friction, Pin  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Curves, Patterns, Charts  
Price: \$3,095  
Number Installed to Date: Under 100

#### INTERFACE DATA

ELKTRONICS, INC.

MT 4200

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 140 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii, Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor, Pin

Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Curves, Patterns, Charts  
Colors Supported: 2  
Price: \$1,195  
Number Installed to Date: Under 100

#### INTERFACE DATA

ELKTRONICS, INC.

MT 4200

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii, Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor, Friction, Pin  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Curves, Patterns, Charts  
Colors Supported: 4  
Number Installed to Date: Under 100

#### INTERFACE DATA

ELKTRONICS, INC.

MT 4400

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 270 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Optional Character Set Size: 96  
Character Code: Ascii, Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor, Pin  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Curves, Patterns, Charts  
Colors Supported: 2  
Number Installed to Date: Under 100

#### INTERFACE DATA

ELKTRONICS, INC.

MT 1900S

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii, Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor, Friction, Pin  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16.25  
Graphics Functions Supported: Curves, Patterns, Charts  
Colors Supported: 1  
Price: \$2,695  
Number Installed to Date: Under 100

#### INTERFACE DATA

ELKTRONICS, INC.

MT 1900S

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132

Standard Character Set Size: 96  
Character Code: Ascii, Ebclic  
Communications Port: Serial  
Form Feed Method: Tractor, Friction, Pin  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 15.25  
Graphics Functions Supported: Curves, Patterns, Charts  
Colors Supported: 1  
Price: \$2,995

#### INTERNATIONAL ARTEX, INC.

100 5000

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 195 cps  
Maximum Characters Per Line: 136  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Arcs, Curves, Patterns, Charts  
Colors Supported: 1  
Price: \$540

Distribution Method: End User,  
DEM, Third-Party

Date First Installed: 1984

(See Vendor Profile Page V-18)

#### LEAR SINGLES, INC.

VERAPRINT 800

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 294  
Standard Character Set Size: 128  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 14.5  
Graphics Functions Supported: Dot Addressable  
Colors Supported: 4  
Price: \$1,895  
Distribution Method: End User,  
DEM, Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: September 1979  
(See Vendor Profile Page V-20)

#### LEAR SINGLES, INC.

VERAPRINT 918

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 294  
Standard Character Set Size: 128  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 14.5  
Graphics Functions Supported: Dot Addressable  
Price: \$1,995

## Serial Printers

100 to 300 cps

Distribution Method: End User,  
OEM, Third-Party  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: September  
1979

### LEAR SIGMA, INC.

#### VEESAPRINT 130

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 224  
Standard Character Set Size: 128  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel

Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 14.5  
Graphics Functions Supported: Dot  
Addressable

Colors Supported: 7  
Price: \$2,195  
Distribution Method: End User,  
OEM, Third-Party  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: 1979

### LEAR SIGMA, INC.

#### VEESAPRINT 630

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 224  
Standard Character Set Size: 128  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel

Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Cut  
Sheet

Maximum Form Width (in.): 14.5  
Graphics Functions Supported: Dot  
Addressable  
Colors Supported: 7  
Price: \$2,495  
Distribution Method: End User,  
OEM, Third-Party  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: 1979

### NEEDHAM TALLY

#### MT 78-6

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 140 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel

Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 6  
Price: \$4,240  
Distribution Method: OEM, Third-  
Party  
Number Installed to Date: 5,000 -  
10,000  
Date First Installed: April 1981  
(See Vendor Profile Page V-20)

### NEEDHAM TALLY

#### MT 188

Print Mechanism: Impact

Print Technique: Dot Matrix

Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 160  
Standard Character Set Size: 96  
Optional Character Set Size: 27  
International

Character Code: Ascii

Communications Port: Serial,  
Parallel

Form Feed Method: Tractor, Friction

Form Type Accepted: Fanfold,  
Roll, Cut Sheet

Maximum Form Width (in.): 10  
Graphics Functions Supported: Dot  
Addressable

Price: \$658  
Distribution Method: OEM, Third-  
Party

Number Installed to Date: 10,000 -  
50,000  
Date First Installed: July 1982

### NEEDHAM TALLY

#### MT 188L

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 140 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Size: 27  
International

Character Code: Ascii

Communications Port: Serial,  
Parallel

Form Feed Method: Tractor, Friction

Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Dot  
Addressable

Price: \$708  
Distribution Method: OEM, Third-  
Party

Number Installed to Date: 10,000 -  
50,000  
Date First Installed: July 1982

### NEEDHAM TALLY

#### MT 188L

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 264  
Standard Character Set Size: 96  
Optional Character Set Size: 27  
International

Character Code: Ascii

Communications Port: Serial,  
Parallel

Form Feed Method: Tractor, Friction

Form Type Accepted: Fanfold,  
Roll, Cut Sheet

Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot  
Addressable

Price: \$2,098  
Distribution Method: OEM, Third-  
Party

Number Installed to Date: 10,000 -  
50,000  
Date First Installed: May 1982

### NEEDHAM TALLY

#### MT 188L

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 27  
International

Character Code: Ascii

Communications Port: Serial,  
Parallel

Form Feed Method: Tractor, Friction

Form Type Accepted: Fanfold,  
Roll, Cut Sheet

Maximum Form Width (in.): 16  
Graphics Functions Supported: All  
Dot Addressable

Price: \$1,098  
Distribution Method: OEM, Third-  
Party

Number Installed to Date: 10,000 -  
50,000  
Date First Installed: May 1982

### NEEDHAM TALLY

#### MT 188L

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii

Communications Port: Serial,  
Parallel

Form Feed Method: Tractor  
Form Type Accepted: Fanfold

Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot  
Addressable

Price: \$1,295  
Distribution Method: OEM, Third-  
Party

Number Installed to Date: More  
than 50,000  
Date First Installed: 1975

### NEEDHAM TALLY

#### MT 188L

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii

Communications Port: Serial,  
Parallel

Form Feed Method: Tractor, Friction

Form Type Accepted: Fanfold,  
Roll, Cut Sheet

Maximum Form Width (in.): 16  
Graphics Functions Supported: All  
Dot Addressable

Price: \$1,295  
Distribution Method: End User,  
OEM

Number Installed to Date: 10,000 -  
50,000  
Date First Installed: 1981

### NEEDHAM TALLY

#### MT 188L

Print Mechanism: Impact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 110 cps  
Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii

Form Feed Method: Tractor  
Form Type Accepted: Roll  
Price: \$715  
Distribution Method: End User,  
OEM

Number Installed to Date: 1,000 -  
5,000  
Date First Installed: 1981  
(See Vendor Profile Page V-21)

### NEEDHAM TALLY

#### MT 188L

Print Mechanism: Impact

Print Technique: Dot Matrix

Maximum Print Speed: 140 cps  
Maximum Characters Per Line: 142  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel

Form Feed Method: Friction

Form Type Accepted: Fanfold, Cut  
Sheet

Maximum Form Width (in.): 10  
Graphics Functions Supported:  
Raster Graphics

Distribution Method: Third-Party  
Number Installed to Date: More  
than 50,000  
(See Vendor Profile Page V-22)

### NEEDHAM TALLY

#### MT 188L

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii

Communications Port: Serial,  
Parallel

Form Feed Method: Tractor, Friction

Form Type Accepted: Fanfold, Cut  
Sheet

Maximum Form Width (in.): 6  
Price: \$425  
Graphics Functions Supported: Bit-  
Image, Dot Addressable

Distribution Method: Third-Party

### NEEDHAM TALLY

#### MT 188L

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 96  
Character Code: Ascii

Communications Port: Serial,  
Parallel

Form Feed Method: Tractor, Friction

Form Type Accepted: Fanfold, Cut  
Sheet

Maximum Form Width (in.): 16  
Graphics Functions Supported: Bit  
Image, Dot Addressable

Price: \$1,100  
Distribution Method: End User,  
Number Installed to Date: 500 -  
1,000  
Date First Installed: March 1983  
(See Vendor Profile Page V-23)

### NEEDHAM TALLY

#### MT 188L

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 96  
Character Code: Ascii

Communications Port: Serial,  
Parallel

Form Feed Method: Tractor

Form Type Accepted: Fanfold  
Graphics Functions Supported: Bit-  
Image, Charts, Curves, Three-  
Dimensional

Price: \$800  
Distribution Method: End User

Number Installed in Date: 1,000 -  
1,000  
Date First Installed: March 1985

#### SEE INFORMATION SYSTEMS

**POWERFLEX 72**  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 136  
Character Code: Ascii  
Form Feed Method: Tractor, Friction, Sheet Feed  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Full Graphics  
Price: \$750 to \$799  
Date First Installed: July 1984  
(See Vendor Profile Page V-24)

#### SEE INFORMATION SYSTEMS

**POWERFLEX 72**  
Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 221  
Character Code: Ascii  
Form Feed Method: Tractor, Friction, Sheet Feed  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: All  
Price: \$799  
Date First Installed: 1984

#### NORTH ATLANTIC

##### INDUSTRIES

Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot Addressing  
Price: \$1,495  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1985  
(See Vendor Profile Page V-24)

#### NORTH ATLANTIC

##### INDUSTRIES

Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot Addressing  
Price: \$1,350  
Distribution Method: OEM, Third-Party

Number Installed in Date: 5,000 -  
10,000  
Date First Installed: January 1982

#### NORTH ATLANTIC

##### INDUSTRIES

Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot Addressing  
Price: \$1,795  
Distribution Method: OEM, Third-Party  
Number Installed in Date: 5,000 -  
10,000  
Date First Installed: January 1982

#### NORTH ATLANTIC

##### INDUSTRIES

Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 300 cps  
Maximum Characters Per Line: 200  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Maximum Form Width (in.): 15.8  
Price: \$1,995  
Distribution Method: Third-Party  
Date First Installed: February 1984

#### NORTHSTAR TELECOM, INC.

##### DESKTOP MATRIX PRINTER

Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
(See Vendor Profile Page V-24)

#### NOVELL, INC.

##### MAILBOX 800

Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Distribution Method: End User, Third-Party  
Number Installed in Date: 500 -  
1,000  
Date First Installed: 1980  
(See Vendor Profile Page V-24)

#### OKIMATSU CORP.

##### MICROLINE 88A

Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction, Pin  
Form Type Accepted: Fanfold, Cut Sheet, Roll  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Dot Addressing  
Price: \$140 to \$149  
Distribution Method: OEM, Third-Party  
Date First Installed: February 1982  
(See Vendor Profile Page V-25)

#### OKIMATSU CORP.

##### MICROLINE 91

Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot Addressing  
Price: \$1,285  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1985

#### OKIMATSU CORP.

##### MICROLINE 93

Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot Addressing  
Price: \$995  
Distribution Method: OEM, Third-Party

#### OLYMPIA MFG. INC.

##### ELECTRONIC COMPACT NP

Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported: 80-

#### OMEGA, DIT Graphics

Color Support: 1  
Price: \$495  
Distribution Method: Third-Party  
Date First Installed: May 1984  
(See Vendor Profile Page V-25)

#### PARADIGM INDUSTRIAL CO.

##### IC2-P 1981

Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 120 cps  
Character Code: Ascii  
Communications Port: Serial, Parallel, Pin  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Price: \$495  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: 1984  
(See Vendor Profile Page V-26)

#### PARADIGM INDUSTRIAL CO.

##### IC2-P 1982

Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 180 cps  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 6  
Price: \$500  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: 1984

#### PARADIGM INDUSTRIAL CO.

##### IC2-P 1983

Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 180 cps  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 6  
Price: \$500  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: 1984

#### PARADIGM INDUSTRIAL CO.

##### IC2-P 1985

Print Mechanism: Impact  
Print Technology: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 272  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Pin  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Curves, Arcs, Patterns  
Price: \$1,550  
Distribution Method: Third-Party  
Date First Installed: February 1985

#### PERKINS-BLANK CORP.

PP 219  
Print Mechanism: Impact

## Serial Printers

100 to 300 cps

**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 300 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Optional Character Set:** None  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Friction:** Sheet Feed  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 14  
**Graphics Functions Supported:** Dot Addressable, Scientific  
**Colors Supported:** 6  
**Price:** \$2,799  
**Distribution Method:** End User, OEM  
**Number Installed:** Data Under 100  
**Date First Installed:** November 1983  
**(See Vendor Profile Page V-39)**

**PERNET DATA SYSTEMS, INC.**  
**3014**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 150 cps  
**Maximum Characters Per Line:** 40  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Friction  
**Maximum Form Width (in.):** 4  
**Number Installed:** Data Under 100  
**Date First Installed:** January 1983  
**(See Vendor Profile Page V-28)**

**PERNET DATA SYSTEMS, INC.**  
**3048**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 150 cps  
**Maximum Characters Per Line:** 40  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Friction  
**Form Type Accepted:** Fanfold, Cut Sheet, Continuous  
**Maximum Form Width (in.):** 9  
**Distribution Method:** End User  
**Number Installed:** Data Under 100  
**Date First Installed:** January 1983

**PERSONAL MICRO**  
**COMPUTERS, INC.**  
**OMP-68**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 120 cps  
**Maximum Characters Per Line:** 136  
**Optional Character Set:** None  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Graphics Functions Supported:** 68-  
**Price:** \$265  
**Distribution Method:** End User  
**Number Installed:** Data 1,000 - 5,000

**PRINTER, INC.**  
**PRINTEX 610**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 300 cps

**Date First Installed:** September 1981  
**(See Vendor Profile Page V-26)**

**PHILIPS PERIPHERALS, INC.**  
**GP 160**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 120 cps  
**Maximum Characters Per Line:** 120  
**Standard Character Set:** 141  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 13.4  
**Graphics Functions Supported:** Dot Addressable, Block Addressable  
**Price:** \$1,995  
**Distribution Method:** OEM, Third-Party  
**Number Installed:** Data 5,000 - 10,000  
**Date First Installed:** March 1984  
**(See Vendor Profile Page V-28)**

**PHILIPS PERIPHERALS, INC.**  
**GP 300**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 300 cps  
**Maximum Characters Per Line:** 120  
**Standard Character Set:** 141  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 13.4  
**Graphics Functions Supported:** Dot Addressable, Block Addressable  
**Price:** \$2,795  
**Distribution Method:** OEM, Third-Party  
**Number Installed:** Data 5,000 - 10,000  
**Date First Installed:** June 1981

**PHILIPS PERIPHERALS, INC.**  
**GP 300S**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 300 cps  
**Maximum Characters Per Line:** 144  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 15.7  
**Graphics Functions Supported:** Dot Addressable, Block Addressable  
**Colors Supported:** 4  
**Price:** \$2,995  
**Distribution Method:** OEM, Third-Party  
**Number Installed:** Data 5,000 - 10,000  
**Date First Installed:** June 1981

**PRINTER, INC.**  
**PRINTEX 610**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 300 cps

**Maximum Characters Per Line:** 136  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 16  
**Graphics Functions Supported:** None  
**Port Addressable:** None  
**Colors Supported:** 1  
**Price:** \$1,265  
**Distribution Method:** OEM, Third-Party  
**Number Installed:** Data 10,000 - 50,000  
**Date First Installed:** April 1982  
**(See Vendor Profile Page V-27)**

**PRINTER, INC.**  
**PRINTEX 620**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 200 cps  
**Maximum Characters Per Line:** 136  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 16  
**Colors Supported:** 1  
**Price:** \$1,265  
**Distribution Method:** OEM, Third-Party  
**Number Installed:** Data 1,000 - 5,000  
**Date First Installed:** July 1982

**RAGAL-SILSAS, INC.**  
**4386**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 128 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 11  
**Graphics Functions Supported:** None  
**Price:** \$255  
**Distribution Method:** End User, OEM  
**Number Installed:** Data 300 - 1,000  
**Date First Installed:** May 1982  
**(See Vendor Profile Page V-39)**

**RAGAL-SILSAS, INC.**  
**487N**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 300 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet, Roll  
**Maximum Form Width (in.):** 11  
**Graphics Functions Supported:** None  
**Price:** \$265  
**Distribution Method:** End User, OEM  
**Number Installed:** Data Under 100

**Number Installed:** Data 1,000 - 5,000  
**Date First Installed:** November 1981

**RAGAL-SILSAS, INC.**  
**4781-2**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 180 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 10  
**Price:** \$1,180  
**Distribution Method:** End User, OEM

**RAGAL-SILSAS, INC.**  
**4781-2**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 180 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold, Cut Sheet, Roll  
**Maximum Form Width (in.):** 10  
**Price:** \$1,180  
**Distribution Method:** End User, OEM  
**Number Installed:** Data 100 - 500

**SCM CORP.**  
**3-198**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 120 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet, Roll  
**Maximum Form Width (in.):** 11  
**Graphics Functions Supported:** None  
**Price:** \$265  
**Distribution Method:** Third-Party  
**Date First Installed:** April 1984  
**(See Vendor Profile Page V-37)**

**SCM CORP.**  
**3-294**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 120 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet, Roll  
**Maximum Form Width (in.):** 11  
**Graphics Functions Supported:** None  
**Price:** \$265  
**Distribution Method:** Third-Party  
**Number Installed:** Data Under 100

## Serial Printers

100 to 300 cps

Date First Installed: November 1983

### DSI CORP.

D-360

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 140 cps  
 Maximum Characters Per Line: 220  
 Standard Character Set: 96  
 Character Code: Ascii, ISO  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Form Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 15  
 Graphics Functions Supported: Charts, Graphs, Curves  
 Price: \$775  
 Distribution Method: Third-Party  
 Date First Installed: March 1984

### SEISIN COMMUNICATION SYSTEMS

ST-18

Print Mechanism: Nonimpact  
 Print Technique: Ink-Jet  
 Maximum Print Speed: 270 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction, Pin  
 Form Type Accepted: Fanfold, Roll  
 Maximum Form Width (in.): 18  
 Graphics Functions Supported: Raster Scan, Bit-Image  
 Price: \$2,700  
 Date First Installed: May 1982  
 (See Vendor Profile Page V-37)

### SEISIN COMMUNICATION SYSTEMS

PT-98

Print Mechanism: Nonimpact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 130 cps  
 Maximum Characters Per Line: 80  
 Standard Character Set: 96  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Tractor  
 Form Type Accepted: Roll, Cut Sheet  
 Maximum Form Width (in.): 16  
 Graphics Functions Supported: Bit-Image  
 Price: \$995  
 Distribution Method: End User, OEM  
 Date First Installed: April 1983

### SOUTHERN SYSTEMS, INC.

SS-182

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 140 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set: 96  
 Character Code: Ascii, EBCDIC  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor  
 Form Type Accepted: Fanfold  
 Maximum Form Width (in.): 18  
 Graphics Functions Supported: Raster

Price: \$3,000

Distribution Method: End User  
 Number Installed to Date: 1,000 - 5,000  
 Date First Installed: September 1979  
 (See Vendor Profile Page V-33)

### STAR MICROBICS, INC.

DELTA-18

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 180 cps  
 Maximum Characters Per Line: 80  
 Standard Character Set: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Form Type Accepted: Roll  
 Maximum Form Width (in.): 10  
 Price: \$545  
 Number Installed to Date: 500 - 1,000  
 Date First Installed: October 1983  
 (See Vendor Profile Page V-32)

### STAR MICROBICS, INC.

DELTA-16

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 180 cps  
 Maximum Characters Per Line: 80  
 Standard Character Set: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Form Type Accepted: Roll  
 Maximum Form Width (in.): 15  
 Price: \$795  
 Distribution Method: Third-Party  
 Number Installed to Date: 500 - 1,000  
 Date First Installed: October 1983

### STAR MICROBICS, INC.

SEB-99-103

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 150 cps  
 Maximum Characters Per Line: 136  
 Standard Character Set: 96  
 Optional Character Set: 94, 32  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Form Type Accepted: Fanfold, Roll, Cut Sheet  
 Maximum Form Width (in.): 10  
 Graphics Functions Supported: Dot Addressing  
 Price: \$209  
 Distribution Method: End User, Third-Party  
 Number Installed to Date: More Than 10,000  
 Date First Installed: November 1982

### STAR MICROBICS, INC.

SEB-99-132

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 150 cps  
 Maximum Characters Per Line: 136  
 Standard Character Set: 96  
 Optional Character Set: 94

Character Code: Ascii

Communications Port: Serial, Parallel  
 Form Feed Method: Tractor  
 Form Type Accepted: Fanfold, Roll, Cut Sheet  
 Maximum Form Width (in.): 18  
 Graphics Functions Supported: Dot Addressing  
 Price: \$548  
 Distribution Method: Third-Party  
 Number Installed to Date: 100,000  
 Date First Installed: November 1982

### STAR MICROBICS, INC.

RADE-16

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 200 cps  
 Maximum Characters Per Line: 80  
 Standard Character Set: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Form Type Accepted: Roll  
 Maximum Form Width (in.): 10  
 Price: \$648  
 Distribution Method: Third-Party  
 Number Installed to Date: Under 100  
 Date First Installed: January 1984

### STAR MICROBICS, INC.

RADE-18

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 350 cps  
 Maximum Characters Per Line: 80  
 Standard Character Set: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Form Type Accepted: Roll  
 Maximum Form Width (in.): 10  
 Price: \$995  
 Distribution Method: Third-Party  
 Number Installed to Date: Under 100  
 Date First Installed: January 1984

### TAMSEY CORP.

DMP 288

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 120 cps  
 Maximum Characters Per Line: 80  
 Standard Character Set: 96  
 Optional Character Set: 94, 32  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Form Type Accepted: Fanfold, Roll, Cut Sheet  
 Graphics Functions Supported: Raster Scan, Bit-Image  
 Price: \$699  
 Distribution Method: End User  
 Date First Installed: 1982  
 (See Vendor Profile Page V-35)

### TAMSEY CORP.

DMP 428

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 140 cps

Maximum Characters Per Line: 152

Standard Character Set: 96  
 Optional Character Set: 94, 32  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Form Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 15  
 Graphics Functions Supported: Raster Scan, Bit-Image  
 Price: \$699  
 Distribution Method: End User  
 Date First Installed: 1983

### TAMSEY CORP.

DMP 428

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 200 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set: 96  
 Optional Character Set: 94, 32  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Form Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 14  
 Price: \$1,255  
 Distribution Method: End User  
 Date First Installed: 1982

### TAMSEY CORP.

DMP 1198

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 180 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set: 96  
 Optional Character Set: 94, 32  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Tractor, Friction  
 Form Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 14  
 Graphics Functions Supported: Raster Scan, Bit-Image, High-Resolution  
 Price: \$1,885  
 Distribution Method: End User, OEM, Third-Party  
 Date First Installed: January 1985

### TBC

APT-1

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 150 cps  
 Maximum Characters Per Line: 10  
 Optional Character Set: 96  
 Character Code: Ascii  
 Form Feed Method: Tractor  
 Form Type Accepted: Fanfold  
 Price: \$291  
 Distribution Method: OEM  
 Date First Installed: November 1983  
 (See Vendor Profile Page V-34)

### TBC

1980 96

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 160 cps

## Serial Printers

100 to 300 cps • Under 100 cps

Maximum Characters Per Line: 136  
Character Code: Ascii  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Graphics Functions Supported:  
Three-Dimensional  
Colors Supported: 1  
Price: \$276  
Distribution Method: OEM  
Date First Installed: November 1983

TPO  
899 136  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 136  
Character Code: Ascii  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Price: \$298  
Distribution Method: OEM  
Number Installed to Date: 3,000  
Date First Installed: December 1981

TELADIN TERMINAL  
SYSTEMS  
ONLINE RECEPTION SYSTEM  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: B  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Price: \$3,000  
Distribution Method: End User  
Number Installed to Date: 500  
Date First Installed: January 1980  
(See Vendor Profile Page V-34)

TELEX COMPUTER  
PRODUCTS, INC.  
TC 28-18  
Print Mechanism: Nonimpact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 94  
Optional Character Set Size: 96  
Character Code: Ascii, Ebcidic  
Communications Port: Parallel  
Form Feed Method: Friction, Pin  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 10  
Price: \$900  
Distribution Method: End User  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: November 1981  
(See Vendor Profile Page V-34)

TEXAS INSTRUMENTS, INC.  
OEM 880/890  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Price: \$1,995

Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$1,645  
Distribution Method: End User, Third-Party  
Date First Installed: May 1978  
(See Vendor Profile Page V-35)

TEXAS INSTRUMENTS, INC.  
OEM 880/890  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 134  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 11  
Graphics Functions Supported:  
Raster, Mouse, Dot Addressable  
Price: \$299  
Distribution Method: End User, Third-Party  
Date First Installed: March 1983

TEXAS INSTRUMENTS, INC.  
OEM 880/890 DUAL MODE  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 134  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 11  
Graphics Functions Supported:  
Raster, Mouse, Dot Addressable  
Price: \$335  
Distribution Method: End User, Third-Party  
Date First Installed: September 1984

TEXAS INSTRUMENTS, INC.  
OEM 880/890  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$1,995  
Date First Installed: November 1979

TEXAS INSTRUMENTS, INC.  
OEM 880/890  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 128  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$1,995

Distribution Method: End User, Third-Party  
Date First Installed: October 1978

TEXAS INSTRUMENTS, INC.  
OEM 880/890/892  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 225 cps  
Maximum Characters Per Line: 218  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Graphics Functions Supported:  
Raster, Mouse, Colors Supported: 1  
Price: \$2,265  
Distribution Method: End User, Third-Party  
Date First Installed: May 1982

TEXAS INSTRUMENTS, INC.  
OEM 880/890  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 64  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 9  
Price: \$1,385  
Distribution Method: End User, Third-Party  
Date First Installed: May 1980

TESSERA AMERICA, INC.  
P-1348  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 144 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Size: 160  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Maximum Form Width (in.): 8.5  
Graphics Functions Supported: 24  
Pin Dot Addressable  
Price: \$395  
Distribution Method: OEM, Third-Party  
Date First Installed: March 1984  
(See Vendor Profile Page V-35)

TESSERA AMERICA, INC.  
P-1381  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 152 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Size: 160  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Maximum Form Width (in.): 14.6  
Graphics Functions Supported: 24  
Pin Dot Addressable

Price: \$1,895  
Distribution Method: OEM, Third-Party  
Date First Installed: March 1984

WESTEX OEN PRODUCTS  
MODEL 8488  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 140 cps  
Maximum Characters Per Line: 40  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Cut Sheet  
Maximum Form Width (in.): 8.5  
Price: \$795  
Distribution Method: End User, OEM  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: January 1983  
(See Vendor Profile Page V-37)

WESTEX OEN PRODUCTS  
MODEL 8488  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 140 cps  
Maximum Characters Per Line: 40  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Cut Sheet  
Maximum Form Width (in.): 8.5  
Price: \$795  
Distribution Method: End User, OEM  
Date First Installed: March 1983

ZENITH DATA SYSTEMS  
ZENITH Z-128 DOT MATRIX  
PRINTER  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 156 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 14  
Price: \$1,400  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 10,000 -  
50,000  
Date First Installed: 1981  
(See Vendor Profile Page V-37)

Serial Printers  
Under 100 cps

A. B. DICK CO.  
INTELLIGENT COPY PRINTER  
Print Mechanism: Impact  
Print Technique: Functional  
Maximum Print Speed: 55 cps

## Under 100 cps

## Serial Printers

Standard Character Set Size: 96  
Character Code: Ascii  
Form Feed Method: Tractor,  
Friction, Pin  
Form Type Accepted: Fanfold,  
Not, Cut Sheet  
Maximum Form Width (in.): 15.5  
Price: \$4,500  
Distribution Method: End User,  
Third-Party  
Date First Installed: 1981  
(See Vendor Profile Page V-1)

**A. B. BICK CO.**  
**MADDA SL STYACARD PRINTER**  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 55 cps  
Standard Character Set Size: 96  
Character Code: Ascii  
Form Feed Method: Tractor,  
Friction, Pin  
Form Type Accepted: Fanfold,  
Not, Cut Sheet  
Maximum Form Width (in.): 15.5  
Price: \$2,700  
Distribution Method: End User,  
Third-Party  
Date First Installed: 1981

**A. B. BICK CO.**  
**MADDA WRITER 30 CPS PRINTER**  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 20 cps  
Maximum Characters Per Line: 228  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor,  
Friction, Pin  
Form Type Accepted: Fanfold,  
Not, Cut Sheet  
Maximum Form Width (in.): 15.2  
Price: \$1,600  
Distribution Method: End User,  
Third-Party  
Date First Installed: 1982

**ALPHA MICRO SYSTEMS**  
**AM-302**  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 45 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 15.5  
Price: \$1,200  
Distribution Method: OEM, Third-Party  
Date First Installed: March 1983  
(See Vendor Profile Page V-2)

**AMDEK**  
**8045**  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 40 cps  
Standard Character Set Size: 125  
Optional Character Set Size: 306  
Character Code: Ascii, Ebcdic  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction

Form Type Accepted: Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$1,850  
Distribution Method: End User  
Number Installed to Date: Under  
100  
Date First Installed: June 1984  
(See Vendor Profile Page V-2)

**AMPM BUSINESS SYSTEMS**  
**INC.**  
**DP 66/155/6/24, 35, 38**  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 35 cps  
Maximum Characters Per Line: 106  
Standard Character Set Size: 96  
Optional Character Set Size: 96 to  
32  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold,  
Not, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$2,300  
Date First Installed: 1983  
(See Vendor Profile Page V-3)

**AMPM BUSINESS SYSTEMS**  
**INC.**  
**FX-106 6/24, 35, 38**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 100 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Not  
Maximum Form Width (in.): 15  
Graphics Functions Supported:  
Curves, Charts, Patterns  
Price: \$2,395  
Distribution Method: End User,  
Third-Party

**AMPM BUSINESS SYSTEMS**  
**INC.**  
**RX-66 6/24, 35, 38**  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 100 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 10  
Graphics Functions Supported:  
Curves, Patterns, Charts  
Price: \$2,125  
Date First Installed: 1984

**APPLE COMPUTER, INC.**  
**APPLE LETTER QUALITY PRINTER**  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 130  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor,  
Friction, Pin  
Form Type Accepted: Fanfold,  
Not, Cut Sheet

Maximum Form Width (in.): 15  
Graphics Functions Supported:  
Standard Graphics  
Colors Supported: 1  
Price: \$2,150  
Distribution Method: Third-Party  
Date First Installed: January 1983  
(See Vendor Profile Page V-3)

**APPLE COMPUTER, INC.**  
**APPLE SILENTTYPE II PRINTER**  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Not  
Maximum Form Width (in.): 9  
Graphics Functions Supported:  
High-Resolution  
Colors Supported: 1  
Price: \$200  
Distribution Method: Third-Party  
Date First Installed: 1979

**APPLE COMPUTER, INC.**  
**APPLE SILENTTYPE II PRINTER**  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Not  
Maximum Form Width (in.): 9  
Graphics Functions Supported:  
High-Resolution  
Colors Supported: 1  
Price: \$200  
Distribution Method: Third-Party  
Date First Installed: 1979

**AT&T INFORMATION**  
**SYSTEM**  
**486**  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 35 cps  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction, Sheet Feed  
Form Type Accepted: Fanfold, Cut  
Sheet  
Price: \$1,905  
Date First Installed: August 1984  
(See Vendor Profile Page V-4)

**AUTIMAGES**  
**TRANSFER SERVICES, INC.**  
**APT 180**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Continuous  
Maximum Form Width (in.): 16  
Price: \$14,300  
Distribution Method: End User

Date First Installed: 1977  
(See Vendor Profile Page V-4)

**BDS GROUP**  
**LOW LETTER QUALITY**  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line: 130  
Standard Character Set Size: 96  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction, Pin  
Form Type Accepted: Fanfold, Not  
Maximum Form Width (in.): 15  
Distribution Method: End User,  
Third-Party  
Number Installed to Date: 100 - 500  
Date First Installed: 1983  
(See Vendor Profile Page V-4)

**BLUE CHIP ELECTRONICS**  
**DSR-15**  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Pin  
Form Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 10  
Price: \$800  
Distribution Method: Third-Party  
Date First Installed: September  
1984  
(See Vendor Profile Page V-4)

**BLUE CHIP ELECTRONICS**  
**DSR-15**  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 100  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 15.5  
Price: \$1,100  
Distribution Method: Third-Party  
Date First Installed: November 1982

**BLUE CHIP ELECTRONICS**  
**DSR-15**  
Print Mechanism: Impact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Pin  
Form Type Accepted: Fanfold, Cut  
Sheet  
Price: \$300  
Distribution Method: Third-Party  
Date First Installed: 1984

## Serial Printers

Under 100 cps

### BROTHER INTERNATIONAL CORP.

#### HS-4

Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 80  
Optional Character Set: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Roll, Cut Sheet  
Maximum Form Width (in.): 8.5  
Graphics Functions Supported: Ascii, Pictoria  
Price: \$225  
Distribution Method: Third-Party  
Number Installed in Date: 1,000 - 5,000  
Date First Installed: May 1984  
(See Vendor Profile Page V-4)

### BROTHER INTERNATIONAL CORP.

#### HS-15 DAILY WHEEL PRINTER

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 13 cps  
Maximum Characters Per Line: 165  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction, Tractor  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15.5  
Colors Supported: 2  
Price: \$500  
Distribution Method: Third-Party  
Number Installed in Date: 10,000 - 20,000

### BROTHER INTERNATIONAL CORP.

#### HS-25

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 23 cps  
Maximum Characters Per Line: 132  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Cut Sheet  
Maximum Form Width (in.): 16.5  
Colors Supported: 7  
Price: \$795  
Distribution Method: End User, Third-Party  
(See Vendor Profile Page V-5)

### BROTHER INTERNATIONAL CORP.

#### HS-35

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 32 cps  
Maximum Characters Per Line: 136  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction

### Friction, Cut Sheet

Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 18.5  
Price: \$1,240  
Distribution Method: Third-Party  
Number Installed in Date: 250  
Date First Installed: June 1984

### BUSINESS INFORMATION SYSTEMS, INC.

#### C-444

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 135  
Standard Character Set: 96  
Optional Character Set: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 18  
Price: \$2,000  
Distribution Method: OEM, Third-Party  
Number Installed in Date: 1,000 - 5,000  
(See Vendor Profile Page V-5)

### GARON U.S.A., INC.

#### A-1818

Print Mechanism: Nonimpact  
Print Technique: Ink-Jet  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 80  
Standard Character Set: 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 8  
Graphics Functions Supported: Dot Addressing  
Colors Supported: 7  
Price: \$795  
Distribution Method: End User, Third-Party  
(See Vendor Profile Page V-5)

### GARON U.S.A., INC.

#### PJ1000

Print Mechanism: Nonimpact  
Print Technique: Ink-Jet  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 80  
Optional Character Set: 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 8  
Graphics Functions Supported: Dot Addressing  
Colors Supported: 7  
Price: \$795 to \$895  
Date First Installed: August 1984

### CAPITOL CIRCUITS CORP.

#### SERIES 5100

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 65 cps  
Maximum Characters Per Line: 27  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial,

### Parallel

Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 3  
Colors Supported: 2  
Price: \$255  
Distribution Method: End User, OEM  
Number Installed in Date: 1,000 - 5,000  
(See Vendor Profile Page V-5)

### CAPITOL CIRCUITS CORP.

#### SERIES 100T

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 65 cps  
Maximum Characters Per Line: 27  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 3  
Colors Supported: 2  
Price: \$255  
Distribution Method: End User, OEM  
Number Installed in Date: 1,000 - 5,000  
Date First Installed: 1981

### CAPITOL CIRCUITS CORP.

#### SERIES 276

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 65 cps  
Maximum Characters Per Line: 27  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Cut Sheet  
Maximum Form Width (in.): 8  
Price: \$335  
Distribution Method: End User, OEM  
Number Installed in Date: 1,000 - 5,000

### CAPITOL CIRCUITS CORP.

#### SERIES 5000

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 65 cps  
Maximum Characters Per Line: 40  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 4.5  
Price: \$1,785  
Distribution Method: End User, OEM  
Number Installed in Date: 100 - 500  
Date First Installed: June 1983

### CAPITOL CIRCUITS CORP.

#### SERIES 5000

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 48 cps  
Maximum Characters Per Line: 24  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial,

### Parallel

Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 2.5  
Graphics Functions Supported: Dot Addressing  
Price: \$275  
Distribution Method: End User, OEM  
Date First Installed: February 1984

### G.TON BRITISH PRODUCTS

#### MODEL F-19 46 SERIES

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 55 cps  
Standard Character Set: 100  
Communications Port: Serial  
(See Vendor Profile Page V-6)

### G.TON BRITISH PRODUCTS

#### MODEL A-19 46 SERIES

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 55 cps  
Standard Character Set: 100  
Communications Port: Serial, Parallel  
Price: \$1,795

### G.TON BRITISH PRODUCTS

#### MODEL A-19 46 SERIES

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 30 cps  
Standard Character Set: 100  
Communications Port: Serial, Parallel  
Price: \$855

### G.TON BRITISH PRODUCTS

#### MODEL A-19 46 SERIES

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 20 cps  
Standard Character Set: 100  
Communications Port: Serial, Parallel  
Price: \$795

### G.TON ELECTRONICS

#### T-18

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 15 cps  
Maximum Characters Per Line: 115  
Standard Character Set: 100  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 13.4  
Price: \$200  
(See Vendor Profile Page V-6)

### COLSON INDUSTRIES, INC.

#### SMARTWIRE

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 10 cps  
Maximum Characters Per Line: 80  
Standard Character Set: 96  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 8.5





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## Serial Printers

Under 100 cps

Maximum Form Width (in.): 8.5  
Distribution Method: End User,  
Third-Party  
(See Vendor Profile Page V-7)

### COMMODORE BUSINESS MACHINES, INC.

1000  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: 16-25  
Form Feed Method: Pin  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 8.5  
Graphics Functions Supported: Dot  
Addressable  
(See Vendor Profile Page V-7)

### COMMODORE BUSINESS MACHINES, INC.

MODEL 5400  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Form Type Accepted: Cut Sheet  
Maximum Form Width (in.): 13.5

### COMPUTER BUSINESS SYSTEMS, INC.

PS-560  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 14  
Optional Character Set Sizes: 96,  
256  
Character Code: Ascii, Ebclic, A,  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction, Pin  
Form Type Accepted: Fanfold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 14  
Graphics Functions Supported:  
Ascii, Curves, Patterns, Charts  
Colors Supported: 2  
Price: \$2,895  
Distribution Method: End User  
Number Installed in Date: 10,000 -  
50,000  
Date First Installed: June 1977  
(See Vendor Profile Page V-8)

### COMPUTERS INTERNATIONAL, INC.

DASY-WRITER  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 25 cps  
Maximum Characters Per Line: 190  
Optional Character Set Size: 96  
Character Code: Ascii, A,  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction, Tractor  
Option  
Form Type Accepted: Fanfold,

Roll, Cut Sheet, Sheet Feed  
Maximum Form Width (in.): 17  
Graphics Functions Supported:  
Ascii, Curves, Patterns, Charts  
Colors Supported: 1  
Price: \$1,450  
Distribution Method: Third-Party  
Number Installed in Date: 10,000 -  
50,000  
Date First Installed: June 1982  
(See Vendor Profile Page V-9)

### COMPLEX INTERNATIONAL COMPUTER CII 8

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 23 cps  
Maximum Characters Per Line: 158  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction, Tractor  
Option  
Form Type Accepted: Fanfold,  
Sheet Feed Option  
Maximum Form Width (in.): 14 1/8  
Colors Supported: 2  
Price: \$995 to \$1,049  
Distribution Method: Third-Party  
(See Vendor Profile Page V-8)

### COMPLEX INTERNATIONAL COMPUTER CII 8

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 13 cps  
Maximum Characters Per Line: 152  
Standard Character Set Size: 116  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction, Tractor  
Option  
Form Type Accepted: Fanfold,  
Roll, Sheet Option  
Maximum Form Width (in.): 12.5  
Colors Supported: 2  
Price: \$295 to \$349  
Distribution Method: Third-Party  
Number Installed in Date: Under  
100  
Date First Installed: May 1983

### COMMODORE, INC.

3300  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 65 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Option  
Form Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 16  
Price: \$3,495  
Distribution Method: Third-Party  
Number Installed in Date: 500 -  
1,000  
Date First Installed: 1977  
(See Vendor Profile Page V-9)

### COMMODORE, INC.

CII 8  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 13 cps

Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Cut Sheet  
Maximum Form Width (in.): 10  
Price: \$795  
Distribution Method: Third-Party  
Number Installed in Date: 500 -  
1,000

### DASY SYSTEMS HOLLAND 500

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 20 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll, Cut  
Sheet  
Maximum Form Width (in.): 18.5  
Price: \$990  
Distribution Method: OEM, Third-  
Party  
Date First Installed: November 1983  
(See Vendor Profile Page V-8)

### DASY SYSTEMS HOLLAND 500

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 45 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll, Cut  
Sheet  
Maximum Form Width (in.): 15  
Price: \$1,995  
Distribution Method: OEM

### DATAMEDIA CORP. MODEL 600 PRINTER

Print Mechanism: Nonimpact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 181  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction, Pin  
Form Type Accepted: Fanfold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 18.5  
Graphics Functions Supported:  
Ascii, Curves  
Price: \$1,495  
Distribution Method: End User,  
Third-Party  
Number Installed in Date: 10,000 -  
50,000  
(See Vendor Profile Page V-9)

### DATAMEDIA CORP. MODEL 600 PRINTER

Print Mechanism: Nonimpact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 35 cps  
Maximum Characters Per Line: 158  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial

Form Feed Method: Tractor,  
Friction, Sheet Feed  
Form Type Accepted: Fanfold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported:  
Charts  
Colors Supported: 2  
Price: \$1,795 to \$1,995  
Distribution Method: OEM, Third-  
Party  
Number Installed in Date: 1,000 -  
5,000  
Date First Installed: 1980  
(See Vendor Profile Page V-10)

### DATAPRODUCTS CORP. DP-48

Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line:  
136  
Standard Character Set Size: 96  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Type Accepted: Fanfold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 15

Graphics Functions Supported:  
Charts  
Colors Supported: 2  
Price: \$2,195  
Distribution Method: OEM, Third-  
Party  
Number Installed in Date: 10,000 -  
50,000  
Date First Installed: 1982

### BETA TERMINALS & COMMUNICATIONS

DTIC 3002  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 198  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction, Sheet Feed  
Form Type Accepted: Fanfold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 18.5  
Graphics Functions Supported:  
Charts, Graphs  
Price: \$1,495  
Distribution Method: End User,  
Third-Party  
Number Installed in Date: 10,000 -  
50,000  
(See Vendor Profile Page V-9)

### BETA TERMINALS & COMMUNICATIONS

DTIC 3002  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 15 cps  
Maximum Characters Per Line: 110  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor,  
Friction, Cut Sheet

## Under 100 cps

Forma Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 13.5  
Colors Supported: 2  
Price: \$999  
Distribution Method: Third-Party  
Number Installed in Date: 1,000 - 5,000  
Date First Installed: October 1983

**DELTA DATA SYSTEMS CORP.**  
LG-467  
Print Mechanism: Impact  
Print Technique: Delayed  
Maximum Print Speed: 45 cps  
Maximum Characters Per Line: 106  
Standard Character Set: 96  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 9  
Distribution Method: End User  
Date First Installed: June 1983  
(See Vendor Profile Page V-17)

**EMBLE SYSTEMS, INC.**  
326  
Print Mechanism: Impact  
Print Technique: Delayed  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 132  
Standard Character Set: 96  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15.2  
Price: \$1,065  
Distribution Method: Third-Party  
Date First Installed: October 1981  
(See Vendor Profile Page V-17)

**EMBLE SYSTEMS, INC.**  
330 PLUS  
Print Mechanism: Impact  
Print Technique: Delayed  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 132  
Standard Character Set: 96  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15.2  
Price: \$2,195  
Distribution Method: Third-Party  
Date First Installed: December 1982

**EMBLE SYSTEMS, INC.**  
330 JPI  
Print Mechanism: Impact  
Print Technique: Delayed  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 132  
Standard Character Set: 96  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$2,340  
Distribution Method: Third-Party

**EMBLE SYSTEMS, INC.**  
330 JPI/CS  
Print Mechanism: Impact  
Print Technique: Delayed  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 132  
Standard Character Set: 96  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$2,465  
Distribution Method: Third-Party  
Date First Installed: February 1982

**EMBLE SYSTEMS, INC.**  
330 KBI  
Print Mechanism: Impact  
Print Technique: Delayed  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 132  
Standard Character Set: 96  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$2,525  
Distribution Method: Third-Party  
Date First Installed: December 1981

**EMBLE SYSTEMS, INC.**  
330 SERIES  
Print Mechanism: Impact  
Print Technique: Delayed  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 132  
Standard Character Set: 96  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$2,540 to \$2,600  
Distribution Method: Third-Party  
Date First Installed: October 1980

**EMBLE SYSTEMS, INC.**  
COLOR 96-JET MASTER C138  
Print Mechanism: Nonimpact  
Print Technique: Jet  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 132  
Standard Character Set: 102  
Optional Character Set: 96  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Graphic Functions Supported: Bit-Mapped  
Colors Supported: 7  
Price: \$1,250

Distribution Method: Third-Party  
Date First Installed: June 1983  
**EMBLE SYSTEMS, INC.**  
MATRIX 1100  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 100 cps  
Maximum Characters Per Line: 80  
Standard Character Set: 96  
Character Code: Ascii  
Form Feed Method: Pin  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Price: \$750  
Distribution Method: OEM, Third-Party

**EXACTPHONE CORP.**  
EXACTPHONE 6719  
Print Mechanism: Impact  
Print Technique: Delayed  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 204  
Standard Character Set: 124  
Character Code: Ascii  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$2,200  
Distribution Method: End User  
Number Installed in Date: 1,000 - 5,000  
Date First Installed: September 1981  
(See Vendor Profile Page V-17)

**EXACTPHONE CORP.**  
EXACTPHONE 6728  
Print Mechanism: Impact  
Print Technique: Delayed  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 204  
Standard Character Set: 125  
Character Code: Ascii  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$2,285  
Distribution Method: End User  
Number Installed in Date: 1,000 - 5,000  
Date First Installed: October 1981  
(See Vendor Profile Page V-17)

**DENTAL ASSOCIATES CORP.**  
DP-35  
Print Mechanism: Impact  
Print Technique: Delayed  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 106  
Standard Character Set: 96  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$2,600  
Distribution Method: End User, OEM, Third-Party  
Number Installed in Date: 100 - 500  
Date First Installed: 1982

(See Vendor Profile Page V-17)  
**DENTAL ASSOCIATES CORP.**  
DP-35  
Print Mechanism: Impact  
Print Technique: Delayed  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 106  
Standard Character Set: 96  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$2,600  
Distribution Method: End User, OEM, Third-Party  
Number Installed in Date: 100 - 500  
Date First Installed: 1982

**DENTAL ASSOCIATES CORP.**  
LARS  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 100 cps  
Maximum Characters Per Line: 132  
Standard Character Set: 96  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 10  
Graphic Functions Supported: Bit-Mapped  
Price: \$885  
Distribution Method: End User, OEM, Third-Party  
(See Vendor Profile Page V-17)

**DENTAL ASSOCIATES CORP.**  
LOWE LETTER-QUALITY PRINTER  
Print Mechanism: Impact  
Print Technique: Delayed  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 132  
Standard Character Set: 96  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$2,600  
Distribution Method: End User, OEM, Third-Party

**DESCOTTE ALBERTY CORP.**  
DY 211  
Print Mechanism: Impact  
Print Technique: Delayed  
Maximum Print Speed: 27 cps  
Maximum Characters Per Line: 130  
Standard Character Set: 96  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15

## Serial Printers

## Serial Printers

Under 100 cps

Price: \$1,595  
Distribution Method: Third-Party  
Date First Installed: January 1991  
(See Vendor Profile Page V-12)

**DOUGLAS, OLIVETTI CORP.**  
87 121 (LCU1151)  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 17 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 15  
Price: \$950  
Distribution Method: Third-Party  
Date First Installed: January 1991

**DOUGLAS, OLIVETTI CORP.**  
87 161 (LCU1151)  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 15  
Price: \$4,800

**DOUGLAS, OLIVETTI CORP.**  
LCU 218  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 27 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction, Pin  
Form Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 15  
Distribution Method: Third-Party

**DOUGLAS, OLIVETTI CORP.**  
LCU 218  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 27 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction, Pin  
Form Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 15  
Distribution Method: Third-Party

**EPSON AMERICA, INC.**  
P-100 (E-100)  
Print Mechanism: Impact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 12 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 10  
Price: \$795  
Distribution Method: Third-Party  
Date First Installed: July 1992

**EPSON AMERICA, INC.**  
RX-96  
Print Mechanism: Impact

Print Technique: Daisywheel  
Maximum Print Speed: 12 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction, Tractor  
Form Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 12.5  
Price: \$559  
Distribution Method: OEM, Third-Party  
(See Vendor Profile Page V-12)

**STRAZ**  
H-1  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 16 cps  
Maximum Characters Per Line: 96  
Standard Character Set Size: 96  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 16.5  
Price: \$516  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 47,000  
Date First Installed: February 1992

**SEYON PRINTER PRODUCTS**  
7055  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 50 cps  
Maximum Characters Per Line: 64  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 4  
Price: \$420 to \$450  
Distribution Method: OEM  
Number Installed to Date: 10,000 - 50,000  
(See Vendor Profile Page V-12)

**EPSON AMERICA, INC.**  
EPSON PORTABLE PRINTER  
Print Mechanism: Impact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 45 cps  
Maximum Characters Per Line: 160  
Standard Character Set Size: 180  
Optional Character Set Size: 180  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Cut Sheet  
Maximum Form Width (in.): 8.5  
Graphics Functions Supported: 64-image  
Price: \$250  
Date First Installed: Under 100  
Date First Installed: 1994  
(See Vendor Profile Page V-14)

**EPSON AMERICA, INC.**  
RX-96  
Print Mechanism: Impact

Print Technique: Dot Matrix  
Maximum Print Speed: 100 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 10  
Price: \$299  
Distribution Method: Third-Party  
Date First Installed: April 1993

**EPSON AMERICA, INC.**  
RX-96  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 100 cps  
Standard Character Set Size: 96  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Price: \$499  
Distribution Method: Third-Party  
Date First Installed: August 1993

**EPSON ENTERPRISES**  
868  
Print Mechanism: Nonimpact  
Print Technique: Ink-Jet  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 198  
Standard Character Set Size: 96  
Optional Character Set Size: 192  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Cut Sheet  
Maximum Form Width (in.): 17  
Price: \$4,400  
Distribution Method: End User, Third-Party  
(See Vendor Profile Page V-14)

**EPSON ENTERPRISES**  
868  
Print Mechanism: Nonimpact  
Print Technique: Ink-Jet  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 192  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Cut Sheet  
Price: \$5,000  
Distribution Method: End User, Third-Party

**EPSON AMERICA, INC.**  
RX-96  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 48 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Optional Character Set Size: 127  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction, Pin, Sheet Feed

Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 18  
Graphics Functions Supported: Subscript, Superscript, Posing, Curves  
Colors Supported: 2  
Price: \$1,499  
Distribution Method: OEM, Third-Party  
Number Installed to Date: Under 100  
Date First Installed: February 1994  
(See Vendor Profile Page V-15)

**EPSON AMERICA, INC.**  
SP205  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 127  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction, Pin  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 18  
Graphics Functions Supported: Posing  
Price: \$2,850  
Date First Installed: May 1993

**EPSON AMERICA, INC.**  
TTP 18  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Form Type Accepted: Cut Sheet  
Maximum Form Width (in.): 10  
Price: \$590  
Number Installed to Date: Under 100  
Date First Installed: March 1994

**GENERAL BUSINESS TECHNOLOGY, INC.**  
8399P  
Print Mechanism: Impact  
Print Technique: Pivotal Thermal  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line: 198  
Standard Character Set Size: 128  
Character Code: Ebclic  
Communications Port: Serial  
Form Feed Method: Friction, Tractor  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 18  
Price: \$4,295  
Distribution Method: End User, Third-Party  
(See Vendor Profile Page V-15)

**GENERAL BUSINESS TECHNOLOGY, INC.**  
8399P  
Print Mechanism: Impact

# It takes a 24-Wire Head to give you True Letter Quality from a Dot Matrix Printer.

Mr. Ron Garcia  
President  
Garcia & Associates  
1229 18th Street  
Denver, Colorado

We proudly invite you to compare the DPL 24 with any other dot matrix printer for features, speed, versatility and price/performance.

Higher dot density means true letter quality and the DPL 24 gives you the best letter quality available today from a dot matrix printer. In a 36 x 24 matrix, at a density of 360 x 360 dots per inch, the DPL 24 prints at a fast 80 cps.

You also get correspondence quality at 180 cps and draft quality at 240, plus dot addressable graphics, giving you four printers in one.



And that's just the beginning.

Because you also get alternate cut sheet and continuous forms feeding, and maximum character set flexibility through operator-changeable font cartridges.

And rugged reliability—a hallmark of Fujitsu products earned from over 15 years as a technology leader and equipment supplier to companies worldwide. Reliability backed by TRW service nationwide.

Contact Fujitsu America, Inc., at (608) 946-8777 for the distributor nearest you.

# Fujitsu Printers

Maximum Quality. Maximum Value.

FUJITSU

## Serial Printers

Under 100 cps

**Print Technology:** Print Throttle  
**Maximum Print Speed:** 35 cps  
**Maximum Characters Per Line:** 126  
**Standard Character Set:** 128  
**Character Code:** EBCDIC  
**Communications Port:** Serial  
**Form Feed Method:** Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 16  
**Colors Supported:** 7  
**Price:** \$3,665  
**Distribution Method:** End User, Third-Party  
**Date First Installed:** 1981

### HEWLETT-PACKARD CO.

#### HP 3001

**Print Mechanism:** Impact  
**Print Technology:** Daisywheel  
**Maximum Print Speed:** 40 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction, Automatic  
**Maximum Form Width (in.):** 15  
**Price:** \$3,520  
**Distribution Method:** End User  
**Number Installed to Date:** 10,000 - 50,000  
**Date First Installed:** November 1980  
**(See Vendor Profile Page 1-16)**

### HEWLETT-PACKARD CO.

#### HP 3002

**Print Mechanism:** Impact  
**Print Technology:** Daisywheel  
**Maximum Print Speed:** 35 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction, Automatic  
**Form Type Accepted:** Fanfold  
**Price:** \$1,800  
**Distribution Method:** End User  
**Number Installed to Date:** 10,000 - 50,000  
**Date First Installed:** November 1982

### HEWLETT INFORMATION SYSTEMS, INC.

#### HP 7070/7071

**Print Mechanism:** Impact  
**Print Technology:** Dot Matrix  
**Maximum Print Speed:** 100 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 10  
**Graphics Functions Supported:** Line Graphics  
**Price:** \$1,150  
**Distribution Method:** End User  
**Date First Installed:** October 1981  
**(See Vendor Profile Page 1-16)**

### HEWLETT INFORMATION SYSTEMS, INC.

#### HP 7070/7071

**Print Technology:** Dot Matrix  
**Maximum Print Speed:** 100 cps  
**Maximum Characters Per Line:** 132

**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 15  
**Graphics Functions Supported:** Line Graphics  
**Price:** \$1,485  
**Distribution Method:** End User  
**Date First Installed:** December 1981

### IBM

#### 3190

**Print Mechanism:** Nonimpact  
**Print Technology:** Thermal Matrix  
**Maximum Print Speed:** 80 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set:** 96  
**Character Code:** Ascii, EBCDIC  
**Price:** \$1,500  
**Distribution Method:** End User, OEM  
**(See Vendor Profile Page 1-17)**

### IBM

#### 4075-15

**Print Mechanism:** Impact  
**Print Technology:** Dot Matrix  
**Maximum Print Speed:** 60 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 128  
**Optional Character Set:** 128  
**Character Code:** EBCDIC  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold, Cut Sheet, Form  
**Maximum Form Width (in.):** 15  
**Price:** \$0,800  
**Distribution Method:** End User  
**Date First Installed:** August 1981

### IBM

#### 4210-001 & 002

**Print Mechanism:** Impact  
**Print Technology:** Daisywheel  
**Maximum Print Speed:** 80 cps  
**Maximum Characters Per Line:** 136  
**Optional Character Set:** 96  
**Character Code:** EBCDIC  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction, Pin  
**Form Type Accepted:** Fanfold, Cut Sheet, Form  
**Maximum Form Width (in.):** 15.4  
**Graphics Functions Supported:** Dot Matrix, Pin Charts  
**Price:** \$5,420 to \$5,835  
**Distribution Method:** End User  
**Date First Installed:** March 1980

### IBM

#### 4210-001 & 002

**Print Mechanism:** Impact  
**Print Technology:** Daisywheel  
**Maximum Print Speed:** 80 cps  
**Standard Character Set:** 96  
**Form Feed Method:** Tractor, Pin  
**Form Type Accepted:** Cut Sheet  
**Maximum Form Width (in.):** 15.4  
**Price:** \$5,835

### IBM

#### 4210

**Print Mechanism:** Impact  
**Print Technology:** Daisywheel

**Maximum Characters Per Line:** 136  
**Character Code:** EBCDIC  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Automatic Feed  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Graphics Functions Supported:** Charts  
**Price:** \$3,300  
**Distribution Method:** End User  
**Date First Installed:** March 1980

### IBM

#### 4210

**Print Mechanism:** Impact  
**Print Technology:** Daisywheel  
**Maximum Print Speed:** 80 cps  
**Maximum Characters Per Line:** 172  
**Standard Character Set:** 96  
**Character Code:** Ascii, EBCDIC  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 15.4  
**Graphics Functions Supported:** Charts  
**Price:** \$3,835  
**Distribution Method:** End User  
**Date First Installed:** March 1980

### IBM

#### 4225-1

**Print Mechanism:** Impact  
**Print Technology:** Wire Matrix  
**Maximum Print Speed:** 80 cps  
**Maximum Characters Per Line:** 132  
**Maximum Characters Per Line:** 136  
**Standard Character Set:** 96  
**Optional Character Set:** 96  
**Character Code:** EBCDIC  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction, Pin  
**Form Type Accepted:** Fanfold, Pin, Cut Sheet  
**Maximum Form Width (in.):** 16  
**Colors Supported:** 1  
**Price:** \$3,750  
**Number Installed to Date:** Under 100  
**(See Vendor Profile Page 1-18)**

### IBM

#### 4241

**Print Mechanism:** Impact  
**Print Technology:** Dot Matrix  
**Maximum Print Speed:** 80 cps  
**Maximum Characters Per Line:** 136  
**Standard Character Set:** 96  
**Optional Character Set:** 96  
**Character Code:** EBCDIC  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction, Pin  
**Form Type Accepted:** Fanfold, Pin, Cut Sheet  
**Maximum Form Width (in.):** 16  
**Colors Supported:** 1  
**Price:** \$2,540  
**Distribution Method:** End User  
**Date First Installed:** July 1981

### IBM

#### 4241-1

**Print Mechanism:** Impact  
**Print Technology:** Dot Matrix  
**Maximum Print Speed:** 40 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Optional Character Set:** 96  
**Character Code:** EBCDIC

**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Price:** \$4,145  
**Distribution Method:** End User  
**Date First Installed:** January 1979

### IBM

#### 4241-2

**Print Mechanism:** Impact  
**Print Technology:** Dot Matrix  
**Maximum Print Speed:** 80 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Optional Character Set:** 96  
**Character Code:** EBCDIC  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 16  
**Price:** \$4,345  
**Distribution Method:** End User  
**Date First Installed:** January 1979

### INTERFACE DATA ELECTRONICS, INC.

#### SPRINT 1118

**Print Mechanism:** Impact  
**Print Technology:** Daisywheel  
**Maximum Print Speed:** 40 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 128  
**Optional Character Set:** 96  
**Character Code:** Ascii, EBCDIC  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction, Pin  
**Form Type Accepted:** Fanfold, Pin, Cut Sheet  
**Maximum Form Width (in.):** 16  
**Colors Supported:** 1  
**Price:** \$3,750  
**Number Installed to Date:** Under 100  
**(See Vendor Profile Page 1-18)**

### INTERFACE DATA ELECTRONICS, INC.

#### SPRINT 1118

**Print Mechanism:** Impact  
**Print Technology:** Daisywheel  
**Maximum Print Speed:** 55 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 128  
**Optional Character Set:** 96  
**Character Code:** Ascii, EBCDIC  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction, Pin  
**Form Type Accepted:** Fanfold, Pin, Cut Sheet  
**Maximum Form Width (in.):** 16  
**Colors Supported:** 1  
**Price:** \$2,540  
**Number Installed to Date:** Under 100

### JUNI INDUSTRIES OF AMERICA, INC.

#### MODEL 818

**Print Mechanism:** Impact  
**Print Technology:** Daisywheel  
**Maximum Print Speed:** 18 cps  
**Maximum Characters Per Line:** 220  
**Standard Character Set:** 120  
**Character Code:** Ascii

**Communications Port: Serial.**

Model  
Perna Feed Method: Tractor, Friction  
Perna Type Accepted: Fanfold  
Maximum Perna Width (in.): 15  
Price: \$580  
Distribution Method: Third-Party  
Date First Installed: July 1983  
(See Vendor Profile Page V-18)

**REMOVAL COMP.**

Model 90  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Perna Feed Method: Tractor, Friction  
Perna Type Accepted: Fanfold  
Maximum Perna Width (in.): 6  
Price: \$279  
Distribution Method: End User  
Third-Party  
Date First Installed: February 1984  
(See Vendor Profile Page V-21)

**MITSUBISHI ELECTRONICS**

**MA34 COLOR PRINTER**  
Print Mechanism: Nonimpact  
Print Techniques: Thermal Matrix  
Maximum Print Speed: 45 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 227  
Character Code: Ascii  
Communications Port: Parallel  
Perna Feed Method: Tractor, Friction  
Perna Type Accepted: Fanfold, Cut Sheet  
Maximum Perna Width (in.): 10  
Graphics Functions Supported: Arbitrary 8x-Mapped  
Price: \$1,200 to \$1,500  
Distribution Method: OEM, Third-Party  
Vendor Installed to Date: Under 100  
Date First Installed: November 1983  
(See Vendor Profile Page V-22)

**NEC INFORMATION SYSTEMS**

**MODEL 3000 TERMINAL**  
Print Mechanism: Impact  
Print Techniques: Print Throttle  
Maximum Print Speed: 20 cps  
Maximum Characters Per Line: 128  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Perna Feed Method: Tractor  
Perna Type Accepted: Fanfold, "Not, Cut Sheet  
Maximum Perna Width (in.): 16  
Price: \$995  
Distribution Method: Third-Party  
(See Vendor Profile Page V-24)

**NEC INFORMATION SYSTEMS**

**SPRINTER 3000 SERIES**  
Print Mechanism: Impact  
Print Techniques: Print Throttle  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 128  
Standard Character Set Size: 128  
Character Code: Ascii

**Communications Port: Serial**

Perna Feed Method: Tractor  
Perna Type Accepted: Fanfold, Not, Cut Sheet  
Maximum Perna Width (in.): 16  
Price: \$1,700  
Distribution Method: Third-Party

**NEC INFORMATION SYSTEMS**

**SPRINTER 7700**  
Print Mechanism: Impact  
Print Techniques: Print Throttle  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line: 128  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Parallel  
Perna Feed Method: Tractor, Friction, Cut Sheet  
Perna Type Accepted: Fanfold, Cut Sheet  
Maximum Perna Width (in.): 16  
Graphics Functions Supported: High-Resolution, Fine-Line Plotting  
Price: \$2,500  
Distribution Method: Third-Party  
Date First Installed: 1975

**NEC INFORMATION SYSTEMS**

**SPRINTER 7700**  
Print Mechanism: Impact  
Print Techniques: Print Throttle  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line: 128  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Parallel  
Perna Feed Method: Tractor, Friction, Cut Sheet  
Perna Type Accepted: Fanfold, Cut Sheet  
Maximum Perna Width (in.): 16  
Graphics Functions Supported: High-Resolution, Fine-Line Plotting  
Price: \$2,500  
Distribution Method: Third-Party  
Date First Installed: 1975

**NEC INFORMATION SYSTEMS**

**SPRINTER MODEL 7716**  
Print Mechanism: Impact  
Print Techniques: Print Throttle  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line: 128  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Perna Feed Method: Tractor, Friction, Cut Sheet  
Perna Type Accepted: Fanfold  
Maximum Perna Width (in.): 15  
Graphics Functions Supported: Full Graphics  
Price: \$2,000  
Distribution Method: Third-Party  
Date First Installed: 1977

**NEC INFORMATION SYSTEMS**

**SPRINTER 7718**  
Print Mechanism: Impact  
Print Techniques: Print Throttle  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line: 128  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Perna Feed Method: Tractor, Friction, Cut Sheet  
Perna Type Accepted: Fanfold

Maximum Perna Width (in.): 15  
Graphics Functions Supported: Full Graphics  
Price: \$2,500  
Distribution Method: Third-Party  
Date First Installed: 1977

**NEC INFORMATION SYSTEMS**

**SPRINTER 7728**  
Print Mechanism: Impact  
Print Techniques: Print Throttle  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line: 128  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Parallel  
Perna Feed Method: Tractor, Friction, Cut Sheet  
Perna Type Accepted: Fanfold, Cut Sheet  
Maximum Perna Width (in.): 15  
Graphics Functions Supported: Full Graphics  
Price: \$2,500  
Distribution Method: Third-Party

**NEC INFORMATION SYSTEMS**

**SPRINTER 3000 SERIES**  
Print Mechanism: Impact  
Print Techniques: Print Throttle  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line: 128  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Parallel  
Perna Feed Method: Tractor, Friction, Cut Sheet  
Perna Type Accepted: Fanfold, Cut Sheet  
Maximum Perna Width (in.): 16  
Price: \$2,400  
Date First Installed: July 1984

**NEC INFORMATION SYSTEMS**

**SPRINTER 3000**  
Print Mechanism: Impact  
Print Techniques: Print Throttle  
Maximum Print Speed: 45 cps  
Maximum Characters Per Line: 128  
Standard Character Set Size: 96  
Character Code: Ascii  
Perna Feed Method: Tractor, Friction  
Perna Type Accepted: Fanfold, Not, Cut Sheet  
Maximum Perna Width (in.): 15  
Price: \$5,120  
Distribution Method: End User  
Date First Installed: 1975  
(See Vendor Profile Page V-24)

**NEITHAM TILSON, INC.**

**STINGER**  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 128  
Standard Character Set Size: 96  
Character Code: Ascii  
Perna Feed Method: Tractor, Friction  
Perna Type Accepted: Fanfold, Not, Cut Sheet  
Maximum Perna Width (in.): 15  
(See Vendor Profile Page V-24)

**OKIBITS CORP.**

**ORIBATE 98**  
Print Mechanism: Dot Matrix  
Maximum Print Speed: 80 cps

Maximum Characters Per Line: 80  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Parallel  
Perna Feed Method: Tractor, Friction, Fan  
Perna Type Accepted: Fanfold, Not, Cut Sheet  
Maximum Perna Width (in.): 10  
Graphics Functions Supported: Dot Addressable  
Colors Supported: 16  
Distribution Method: Third-Party  
Date First Installed: August 1984  
(See Vendor Profile Page V-25)

**SILVETTI GPE PERIPHERALS, INC.**

**DT 388**  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 25 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 100  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Perna Feed Method: Tractor, Friction, Fan  
Perna Type Accepted: Fanfold, Cut Sheet  
Maximum Perna Width (in.): 16  
Price: \$1,000 to \$1,200  
Distribution Method: OEM, Third-Party  
Date First Installed: 1984  
(See Vendor Profile Page V-25)

**SILVETTI GPE PERIPHERALS, INC.**

**DT 488**  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 45 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 100  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Perna Feed Method: Tractor, Friction, Fan  
Perna Type Accepted: Fanfold, Cut Sheet  
Maximum Perna Width (in.): 16  
Price: \$1,200  
Distribution Method: OEM, Third-Party  
Date First Installed: 1984  
(See Vendor Profile Page V-25)

**SILVETTI GPE PERIPHERALS, INC.**

**ELECTRONIC COMPACT 80**  
Print Mechanism: Nonimpact  
Print Techniques: Thermal Matrix  
Maximum Print Speed: 14 cps  
Maximum Characters Per Line: 116  
Standard Character Set Size: 100  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Perna Feed Method: Tractor, Friction  
Perna Type Accepted: Fanfold, Not, Cut Sheet  
Maximum Perna Width (in.): 14.4  
Price: \$545  
Date First Installed: December 1983  
(See Vendor Profile Page V-25)

**SILVETTI GPE PERIPHERALS, INC.**

**SPRINT**  
Print Mechanism: Impact  
Print Techniques: Dot Matrix  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 128  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Perna Feed Method: Tractor, Friction  
Perna Type Accepted: Fanfold, Not, Cut Sheet  
Maximum Perna Width (in.): 14.4  
Price: \$545  
Date First Installed: December 1983  
(See Vendor Profile Page V-25)

**SILVETTI GPE PERIPHERALS, INC.**

**SPRINT**  
Print Mechanism: Impact  
Print Techniques: Dot Matrix

## Serial Printers

Under 100 cps

**Maximum Print Speed:** 17 cps  
**Maximum Characters Per Line:** 141  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction, Sheet Feed  
**Form Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 17  
**Price:** \$555  
**Distribution Method:** End User, OEM, Third-Party  
**Date First Installed:** April 1982

**OLYMPIA USA, INC.**  
**SPW 3088**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 50 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 100  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 17  
**Graphics Functions Supported:** Curves  
**Price:** \$1,289  
**Distribution Method:** End User, OEM, Third-Party  
**Date First Installed:** March 1983

**ONE PRINTERS, INC.**  
**DP386**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 25 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Optional Character Set:** 100  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 17  
**Price:** \$505  
**Distribution Method:** OEM, Third-Party  
**Date First Installed:** June 1983  
**(See Vendor Profile Page V-23)**

**ONE PRINTERS, INC.**  
**DP488**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 45 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Optional Character Set:** 100  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 16.7  
**Price:** \$1,495  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** 1984

**PARAGON INDUSTRIAL CO.**  
**IC-P 1552**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 80 cps  
**Maximum Characters Per Line:** 158  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Tractor, Friction, Fly  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 10  
**Graphics Functions Supported:** Curves, Patterns, Auto  
**Price:** \$488  
**Distribution Method:** Third-Party  
**Date First Installed:** March 1982  
**(See Vendor Profile Page V-28)**

**PARAGON INDUSTRIAL CO.**  
**IC-P 3161**  
**Print Mechanism:** Nonimpact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 22 cps  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 15.5  
**Distribution Method:** End User, OEM, Third-Party  
**Date First Installed:** June 1984

**PERKINS-ELMER CORP.**  
**607**  
**Print Mechanism:** Nonimpact  
**Print Technique:** Thermal Matrix  
**Maximum Print Speed:** 100 cps  
**Maximum Characters Per Line:** 90  
**Standard Character Set:** 128  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Friction  
**Form Type Accepted:** Roll  
**Maximum Form Width (in.):** 6  
**Price:** \$1,480  
**Distribution Method:** End User, OEM  
**Number Installed to Date:** 100 - 500  
**Date First Installed:** 1979  
**(See Vendor Profile Page V-29)**

**PERKINS-ELMER CORP.**  
**LDP-58**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 25 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 16.7  
**Distribution Method:** End User, OEM

**PRIMAGE, INC.**  
**PRIMAGE I**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 50 cps

**Optional Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction, Automatic Sheet Feed  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 14  
**Price:** \$1,875  
**Distribution Method:** Third-Party  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** January 1982  
**(See Vendor Profile Page V-37)**

**PRINT-COLOR CORP.**  
**TC-1948**  
**Print Mechanism:** Nonimpact  
**Print Technique:** Ink-Jet  
**Maximum Print Speed:** 100 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Fly  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 14  
**Graphics Functions Supported:** Dot Addressing  
**Colors Supported:** 7  
**Price:** \$3,465  
**Distribution Method:** End User, OEM  
**Number Installed to Date:** 100 - 500  
**(See Vendor Profile Page V-37)**

**SUNGE CORP.**  
**LETTERPRO 28**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 25 cps  
**Maximum Characters Per Line:** 140  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Price:** \$559  
**Distribution Method:** Third-Party  
**Number Installed to Date:** 100 - 500  
**Date First Installed:** March 1984  
**(See Vendor Profile Page V-26)**

**SUNGE CORP.**  
**SPRINT 7**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 35 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Type Accepted:** Roll, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Price:** \$2,500  
**Distribution Method:** OEM  
**Date First Installed:** January 1982

**SUNGE CORP.**  
**SPRINT 8/36**  
**Print Mechanism:** Impact

**Print Technique:** Daisywheel  
**Maximum Print Speed:** 35 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Roll, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Price:** \$2,500  
**Distribution Method:** OEM  
**Date First Installed:** December 1982

**SUNGE CORP.**  
**SPRINT 8/36**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 35 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 15  
**Price:** \$2,500  
**Distribution Method:** OEM  
**Date First Installed:** December 1982

**SUNGE CORP.**  
**SPRINT 9**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 5 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 15  
**Price:** \$2,250  
**Distribution Method:** OEM  
**Date First Installed:** 1982

**SUNGE CORP.**  
**SPRINT 16/36**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 35 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 15  
**Price:** \$2,500  
**Distribution Method:** OEM  
**Date First Installed:** June 1982

**SUNGE CORP.**  
**SPRINT 16/36**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 50 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 16  
**Price:** \$2,500  
**Distribution Method:** OEM  
**Date First Installed:** June 1982



## GURNE CORP.

**SPRINT 1140-130 PLUS**  
 Print Mechanisms: Impact  
 Print Techniques: Daisywheel  
 Maximum Print Speed: 40 cps  
 Maximum Characters Per Line: 127  
 Standard Character Set Size: 130  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 15  
 Graphics Functions Supported: Dot Addressable  
 Colors Supported: 1  
 Price: \$1,850  
 Distribution Method: OEM, Third-Party  
 Number Installed to Date: 1,000 - 5,000  
 Date First Installed: January 1983

## GURNE CORP.

**SPRINT 1140-130 WY PLUS**  
 Print Mechanisms: Impact  
 Print Techniques: Daisywheel  
 Maximum Print Speed: 40 cps  
 Maximum Characters Per Line: 253  
 Standard Character Set Size: 130  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 22  
 Graphics Functions Supported: Dot Addressable  
 Colors Supported: 1  
 Price: \$2,865  
 Number Installed to Date: 1,000 - 5,000  
 Date First Installed: January 1983

## GURNE CORP.

**SPRINT 1140 PLUS**  
 Print Mechanisms: Impact  
 Print Techniques: Daisywheel  
 Maximum Print Speed: 30 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Roll  
 Maximum Form Width (in.): 15  
 Price: \$1,775  
 Distribution Method: OEM  
 Date First Installed: December 1982

## GURNE CORP.

**TRACER**  
 Print Mechanisms: Impact  
 Print Techniques: Daisywheel  
 Maximum Print Speed: 75 cps  
 Maximum Characters Per Line: 264  
 Standard Character Set Size: 192  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Tractor, Friction, Pin  
 Forms Type Accepted: Fanfold, Roll, Cut Sheet  
 Maximum Form Width (in.): 28  
 Price: \$4,000  
 Distribution Method: OEM

## HUGHES OF AMERICA

1980  
 Print Mechanisms: Impact

Print Techniques: Daisywheel  
 Maximum Print Speed: 30 cps  
 Maximum Characters Per Line: 166  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Pin  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 14  
 Graphics Functions Supported: Chart  
 Colors Supported: 1  
 Price: \$885  
 Distribution Method: OEM, Third-Party  
 Number Installed to Date: 100 - 1,000  
 Date First Installed: April 1983  
 (See Vendor Profile Page V-30)

## HUGHES OF AMERICA

1980  
 Print Mechanisms: Impact  
 Print Techniques: Daisywheel  
 Maximum Print Speed: 30 cps  
 Maximum Characters Per Line: 166  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Pin  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 17  
 Graphics Functions Supported: Chart  
 Colors Supported: 1  
 Price: \$1,400  
 Distribution Method: OEM, Third-Party  
 Number Installed to Date: 500 - 1,000  
 Date First Installed: July 1983

## HUGHES OF AMERICA

1980  
 Print Mechanisms: Impact  
 Print Techniques: Daisywheel  
 Maximum Print Speed: 40 cps  
 Maximum Characters Per Line: 136  
 Standard Character Set Size: 124  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Pin  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 16  
 Price: \$1,485  
 Distribution Method: OEM, Third-Party  
 Number Installed to Date: 100 - 500  
 Date First Installed: November 1982

## HUGHES OF AMERICA

1980  
 Print Mechanisms: Impact  
 Print Techniques: Daisywheel  
 Maximum Print Speed: 50 cps  
 Maximum Characters Per Line: 165  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Pin  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 18

Price: \$1,700  
 Distribution Method: OEM, Third-Party  
 Number Installed to Date: More than 50,000  
 Date First Installed: April 1979  
 (See Vendor Profile Page V-30)

## HUGHES OF AMERICA

1980  
 Print Mechanisms: Impact  
 Print Techniques: Daisywheel  
 Maximum Print Speed: 50 cps  
 Maximum Characters Per Line: 163  
 Standard Character Set Size: 124  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 16  
 Price: \$1,500  
 Distribution Method: OEM, Third-Party  
 Date First Installed: November 1983

## HUGHES OF AMERICA

2380 Q  
 Print Mechanisms: Impact  
 Print Techniques: Daisywheel  
 Maximum Print Speed: 21 cps  
 Maximum Characters Per Line: 136  
 Standard Character Set Size: 120  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 16  
 Price: \$730  
 Distribution Method: OEM, Third-Party  
 Date First Installed: November 1983

## SANTO CORP.

6700 PRINTER  
 Print Mechanisms: Impact  
 Print Techniques: Dot Matrix  
 Maximum Print Speed: 17 cps  
 Maximum Characters Per Line: 227  
 Standard Character Set Size: 96  
 Optional Character Set Size: 162  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction, Single  
 Forms Type Accepted: Fanfold, Roll, Cut Sheet  
 Maximum Form Width (in.): 14  
 Graphics Functions Supported: 16 Levels  
 Price: \$3,800  
 Distribution Method: End User, OEM, Third-Party  
 Number Installed to Date: 1,000 - 5,000  
 Date First Installed: April 1982  
 (See Vendor Profile Page V-30)

## SANTO CORP.

PH 6000  
 Print Mechanisms: Impact  
 Print Techniques: Daisywheel  
 Maximum Print Speed: 14 cps  
 Maximum Characters Per Line: 121  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Friction

Forms Type Accepted: Fanfold  
 Maximum Form Width (in.): 12.5  
 Price: \$595  
 Distribution Method: Third-Party  
 Number Installed to Date: 10,000 - 50,000  
 (See Vendor Profile Page V-30)

## SANTO BUSINESS SYSTEMS CORP.

PH 6000  
 Print Mechanisms: Impact  
 Print Techniques: Daisywheel  
 Maximum Print Speed: 12 cps  
 Maximum Characters Per Line: 96  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Friction  
 Forms Type Accepted: Fanfold  
 Price: \$395  
 Number Installed to Date: 5,000 - 10,000  
 Date First Installed: July 1983

## SANTO BUSINESS SYSTEMS CORP.

SANTO PR 6000  
 Print Mechanisms: Impact  
 Print Techniques: Daisywheel  
 Maximum Print Speed: 16 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Full  
 Maximum Form Width (in.): 22.5  
 Price: \$665  
 Distribution Method: Third-Party  
 Number Installed to Date: 15,000 - 50,000  
 Date First Installed: April 1983

## SON CORP.

L-1000  
 Print Mechanisms: Impact  
 Print Techniques: Daisywheel  
 Maximum Print Speed: 17 cps  
 Maximum Characters Per Line: 132  
 Maximum Characters Per Line: 136  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 13  
 Price: \$545  
 Distribution Method: End User  
 Number Installed to Date: Under 100  
 Date First Installed: March 1984  
 (See Vendor Profile Page V-31)

## SILVER-HEAD AMERICA, INC.

EXP 368  
 Print Mechanisms: Impact  
 Print Techniques: Daisywheel  
 Maximum Print Speed: 14 cps  
 Maximum Characters Per Line: 101  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Roll, Cut Sheet  
 Maximum Form Width (in.): 13

## Serial Printers

Under 100 cps

Date First Installed: July 1983  
(See Vendor Profile Page V-371)

### SILVERSTAR AMERICA, INC. EXP 800

**Print Mechanism:** Impact  
**Print Technology:** Daisywheel  
**Maximum Print Speed:** 18 cps  
**Maximum Characters Per Line:** 150  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width:** (in.) 14  
**Price:** \$595  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** 10,000 - 15,000  
**Date First Installed:** February 1983

### SINNER DATA PRODUCTS 8018

**Print Mechanism:** Impact  
**Print Technology:** Dot Matrix  
**Maximum Print Speed:** 100 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Friction  
**Form Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width:** (in.) 4  
**Price:** \$1,075  
**Distribution Method:** End User, OEM  
**Number Installed to Date:** 5,000 - 10,000  
(See Vendor Profile Page V-330)

### SINNER DATA PRODUCTS 8019

**Print Mechanism:** Impact  
**Print Technology:** Dot Matrix  
**Maximum Print Speed:** 100 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Friction  
**Form Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width:** (in.) 4  
**Price:** \$1,075  
**Distribution Method:** End User, OEM  
**Number Installed to Date:** 5,000 - 10,000

### SONY COMMUNICATIONS PRODUCTS CO.

**SONY COMPACT PRINTER**  
**Print Mechanism:** Impact  
**Print Technology:** Daisywheel  
**Maximum Print Speed:** 15 cps  
**Maximum Characters Per Line:** 80  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Cut Sheet  
**Maximum Form Width:** (in.) 5.5  
**Price:** \$280  
**Distribution Method:** Third-Party  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** July 1982  
(See Vendor Profile Page V-392)

### STAR MICROBROS, INC.

**POWER TYPE**  
**Print Mechanism:** Impact  
**Print Technology:** Daisywheel  
**Maximum Print Speed:** 18 cps  
**Maximum Characters Per Line:** 110  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Pin  
**Form Type Accepted:** Cut Sheet  
**Maximum Form Width:** (in.) 13  
**Price:** \$495  
**Distribution Method:** Third-Party  
**Number Installed to Date:** Under 100  
**Date First Installed:** January 1984  
(See Vendor Profile Page V-337)

### STAR MICROBROS, INC.

**STX-60**  
**Print Mechanism:** Nonimpact  
**Print Technology:** Thermal Matrix  
**Maximum Print Speed:** 50 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Friction  
**Form Type Accepted:** Roll  
**Maximum Form Width:** (in.) 8.5  
**Price:** \$155  
**Distribution Method:** Third-Party  
**Number Installed to Date:** Under 100  
**Date First Installed:** June 1983

### SYNTECH CORP.

**SYNTECH SP-3000**  
**Print Mechanism:** Impact  
**Print Technology:** Dot Matrix  
**Maximum Print Speed:** 100 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Friction  
**Form Type Accepted:** Roll  
**Maximum Form Width:** (in.) 8.5  
**Price:** \$855  
**Distribution Method:** OEM  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** November 1982  
(See Vendor Profile Page V-333)

### TANBY CORP.

**CSP 118**  
**Print Technology:** Ball Point  
**Maximum Print Speed:** 15 cps  
**Maximum Characters Per Line:** 40  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Friction  
**Form Type Accepted:** Roll  
**Graphics Functions Supported:** At X, Y Plotting  
**Colors Supported:** 4  
**Price:** \$200  
**Distribution Method:** End User  
**Date First Installed:** April 1983  
(See Vendor Profile Page V-333)

### TANBY CORP.

**CSP 259**  
**Print Mechanism:** Nonimpact  
**Print Technology:** Ink-Jet

**Maximum Print Speed:** 37 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set:** 96  
**Optional Character Set:** 30, 130  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Friction  
**Form Type Accepted:** Roll, Cut Sheet  
**Graphics Functions Supported:** Raster Scan, 80-Image Graphics  
**Colors Supported:** 7  
**Price:** \$890  
**Distribution Method:** End User, OEM, Third-Party  
**Date First Installed:** 1983

### TANBY CORP.

**DMP 116**  
**Print Mechanism:** Impact  
**Print Technology:** Dot Matrix  
**Maximum Print Speed:** 50 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Graphics Functions Supported:** Raster Scan, 80-Image  
**Price:** \$300  
**Distribution Method:** End User  
**Date First Installed:** 1982

### TANBY CORP.

**DMP 118**  
**Print Mechanism:** Impact  
**Print Technology:** Dot Matrix  
**Maximum Print Speed:** 43 cps  
**Maximum Characters Per Line:** 130  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Cut Sheet  
**Maximum Form Width:** (in.) 14  
**Price:** \$1,905  
**Distribution Method:** End User, OEM, Third-Party  
**Date First Installed:** 1981

### TANBY CORP.

**DMP 118**  
**Print Mechanism:** Impact  
**Print Technology:** Daisywheel  
**Maximum Print Speed:** 18 cps  
**Maximum Characters Per Line:** 130  
**Standard Character Set:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Friction  
**Form Type Accepted:** Cut Sheet  
**Maximum Form Width:** (in.) 12  
**Price:** \$795  
**Distribution Method:** End User  
**Date First Installed:** April 1983

### TANBY CORP.

**DMP 418**  
**Print Mechanism:** Impact  
**Print Technology:** Daisywheel  
**Maximum Print Speed:** 30 cps  
**Maximum Characters Per Line:** 130

**Standard Character Set:** 124  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Friction  
**Form Type Accepted:** Cut Sheet  
**Maximum Form Width:** (in.) 14  
**Price:** \$1,295  
**Distribution Method:** End User  
**Date First Installed:** 1982

### TANBY CORP.

**TP 15**  
**Print Mechanism:** Nonimpact  
**Print Technology:** Thermal Matrix  
**Maximum Print Speed:** 30 cps  
**Maximum Characters Per Line:** 52  
**Standard Character Set:** 96  
**Optional Character Set:** 184  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Friction  
**Form Type Accepted:** Roll  
**Maximum Form Width:** (in.) 4  
**Price:** \$100  
**Distribution Method:** End User  
**Date First Installed:** 1983

### TSC

**SPR 40**  
**Print Mechanism:** Impact  
**Print Technology:** Dot Matrix  
**Maximum Print Speed:** 100 cps  
**Maximum Characters Per Line:** 40  
**Character Code:** Ascii  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Roll  
**Maximum Form Width:** (in.) 3  
**Graphics Functions Supported:** Cursor, Pattern, Three-Dimensional, Charts  
**Colors Supported:** 1  
**Price:** \$130  
**Distribution Method:** End User  
**Number Installed to Date:** 10,000 - 50,000  
**Date First Installed:** January 1981  
(See Vendor Profile Page V-334)

### TSC

**SPR 40**  
**Print Mechanism:** Impact  
**Print Technology:** Dot Matrix  
**Maximum Print Speed:** 100 cps  
**Maximum Characters Per Line:** 40  
**Character Code:** Ascii  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Roll  
**Graphics Functions Supported:** Cursor, Pattern, Three-Dimensional, Charts  
**Colors Supported:** 1  
**Price:** \$220 to \$235  
**Distribution Method:** OEM  
**Number Installed to Date:** 40,000  
**Date First Installed:** September 1979

### TSC

**SPR 40**  
**Print Mechanism:** Impact  
**Print Technology:** Dot Matrix  
**Maximum Print Speed:** 80 cps  
**Maximum Characters Per Line:** 40  
**Character Code:** Ascii  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Price:** \$200  
**Distribution Method:** OEM  
**Date First Installed:** May 1984

## TECHNICS, INC.

4840  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 132  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 6  
Graphics Functions Supported: Dot Addressable  
Price: \$2,300  
(See Vendor Profile Page V-34)

## TEPLAR, INC.

P, 30C2  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 20  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 3  
Price: \$290  
Distribution Method: OEM  
Number Installed in Date: 500 - 1,000  
Date First Installed: 1980  
(See Vendor Profile Page V-34)

## TEPLAR, INC.

P, 30C2  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 20  
Standard Character Set: 96  
Optional Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 3  
Price: \$290  
Distribution Method: OEM  
Number Installed in Date: 100 - 500  
Date First Installed: 1980

## TEPLAR, INC.

P, 30C  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 20  
Standard Character Set: 96  
Optional Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 3  
Price: \$297  
Distribution Method: OEM  
Number Installed in Date: 5,000 - 10,000  
Date First Installed: 1979

## TEPLAR, INC.

P, 30C2  
Print Mechanism: Nonimpact

Print Technique: Thermal Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 20  
Standard Character Set: 96  
Optional Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 3  
Price: \$297  
Distribution Method: OEM  
Number Installed in Date: 5,000 - 10,000  
Date First Installed: 1979

## TEPLAR CORP.

P-40  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 75 cps  
Maximum Characters Per Line: 40  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 4.25  
Price: \$1,100  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: June 1984  
(See Vendor Profile Page V-34)

## TEXAS INSTRUMENTS, INC.

OSM 880-84 NO  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 75 cps  
Maximum Characters Per Line: 132  
Standard Character Set: 96  
Optional Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 15  
Price: \$995  
Distribution Method: End User, Third-Party  
(See Vendor Profile Page V-35)

## TECHNICS, INC.

TECHNICS PRINTER 1000  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 40  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 4.25  
Price: \$280  
(See Vendor Profile Page V-35)

## TECHNICS, INC.

TECHNICS PRINTER 1004  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 40

Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 4.25  
Graphics Functions Supported: Bit Image  
Price: \$280  
Date First Installed: 1983

## TECHNICS, INC.

TECHNICS PRINTER 1010  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 80  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 8.5  
Graphics Functions Supported: Bit Image  
Price: \$290  
Date First Installed: 1983

## TECHNICS, INC.

TECHNICS PRINTER 1014  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 80  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 8.5  
Graphics Functions Supported: Bit Image  
Price: \$280  
Date First Installed: 1983

## TYE, INC.

TYE 1014  
Print Mechanism: Impact  
Print Technique: Dye-Sublimation  
Maximum Print Speed: 14 cps  
Maximum Characters Per Line: 170  
Standard Character Set: 96  
Optional Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 4.8  
Price: \$1,000  
Distribution Method: OEM, Third-Party  
Number Installed in Date: 10,000 - 50,000  
Date First Installed: March 1983  
(See Vendor Profile Page V-35)

## VECTER GRAPHICS, INC.

3008  
Print Mechanism: Impact  
Print Technique: Pin Transfer  
Maximum Print Speed: 35 cps  
Maximum Characters Per Line: 160  
Standard Character Set: 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction

Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 18  
Price: \$2,000  
Distribution Method: Third-Party

## VECTER GRAPHICS, INC.

7708  
Print Mechanism: Impact  
Print Technique: Pin Transfer  
Maximum Print Speed: 35 cps  
Maximum Characters Per Line: 160  
Standard Character Set: 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 18  
Price: \$2,400  
Distribution Method: OEM, Third-Party

## WYSTAR COMPUTER PRODUCTS

TRANSTAR 130  
Print Mechanism: Impact  
Print Technique: Dye-Sublimation  
Maximum Print Speed: 14 cps  
Maximum Characters Per Line: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 12  
Price: \$290  
Distribution Method: Third-Party  
Number Installed in Date: 1,000 - 5,000  
Date First Installed: Aug 1983  
(See Vendor Profile Page V-30)

## WYSTAR COMPUTER PRODUCTS

TRANSTAR 130  
Print Mechanism: Impact  
Print Technique: Dye-Sublimation  
Maximum Print Speed: 14 cps  
Maximum Characters Per Line: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 17  
Price: \$290  
Distribution Method: Third-Party  
Number Installed in Date: 5,000 - 10,000  
Date First Installed: January 1983

## WYSTAR COMPUTER PRODUCTS

TRANSTAR 140  
Print Mechanism: Impact  
Print Technique: Dye-Sublimation  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 132  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Cut Sheet  
Maximum Form Width (in.): 18  
Graphics Functions Supported:

## Serial Printers

Under 100 cps • Unspecified Speed

Arcs, Curves, Three-Dimensional Charts  
 Price: \$1,895  
 Distribution Method: Third-Party  
 Number Installed to Date: 1,000 - 5,000  
 Date First Installed: February 1982

**VVITAR COMPUTER PRODUCTS**  
**TRANSLUX 818**  
 Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 50 cps  
 Maximum Characters Per Line: 80  
 Standard Character Set Size: 180  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction, Pin  
 Forms Type Accepted: Fanfold, Rot, Cut Sheet  
 Maximum Form Width (in.): 11  
 Graphics Functions Supported: Arcs, Three-Dimensional Curves, Charts, Patterns  
 Colors Supported: 7  
 Price: \$200  
 Distribution Method: Third-Party  
 Number Installed to Date: 1,000 - 5,000  
 Date First Installed: July 1983

**URS LABORATORIES, INC.**  
**296-80**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 20 cps  
 Maximum Characters Per Line: 108  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial  
 Form Feed Method: Tractor, Friction, Sheet Feed  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 15  
 (See Vendor Profile Page V-36)

**URS LABORATORIES, INC.**  
**PC-8918**  
 Print Mechanism: Impact  
 Print Technique: Character  
 Maximum Print Speed: 20 cps  
 Maximum Characters Per Line: 105  
 Standard Character Set Size: 96  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Cut Sheet  
 Maximum Form Width (in.): 8  
 Price: \$1,200

**URS LABORATORIES, INC.**  
**PC-8914**  
 Print Mechanism: Impact  
 Print Technique: Character  
 Maximum Print Speed: 20 cps  
 Maximum Characters Per Line: 105  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Cut Sheet  
 Maximum Form Width (in.): 15  
 Price: \$2,500  
 Date First Installed: June 1984

### Serial Printers Unspecified Specified Speed

**A. & S. SINK CO.**  
**VIDEO JET PRINTER 8100 SERIES**  
 Print Mechanism: Nonimpact  
 Print Technique: Jet  
 Maximum Characters Per Line: Variable  
 Standard Character Set Size: Variable  
 Optional Character Set Size: Variable  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Conveyor  
 Forms Type Accepted: Fanfold, Rot, Cut Sheet, Any  
 Graphics Functions Supported: Anything  
 Colors Supported: 8  
 Price: \$11,000 to \$15,000  
 Distribution Method: End User  
 Number Installed to Date: 5,000 - 10,000  
 Date First Installed: 1979  
 (See Vendor Profile Page V-1)

**ALPHACOM, INC.**  
**ALPHACOM 81**  
 Print Mechanism: Nonimpact  
 Print Technique: Dot Matrix  
 Maximum Characters Per Line: 100  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Price: \$185  
 Distribution Method: OEM, Third-Party  
 Number Installed to Date: More than 50,000  
 Date First Installed: November 1983  
 (See Vendor Profile Page V-7)

**AXORNE CORP.**  
**THIN TYPE**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Characters Per Line: 80  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Friction  
 Forms Type Accepted: Fanfold, Rot, Cut Sheet  
 Price: \$400  
 Distribution Method: End User, OEM, Third-Party  
 Number Installed to Date: Under 100  
 Date First Installed: July 1984  
 (See Vendor Profile Page V-4)

**AXORNE CORP.**  
**THIN PRINT 80**  
 Print Mechanism: Nonimpact  
 Print Technique: Thermal Matrix  
 Maximum Characters Per Line: 80  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel

Form Feed Method: Friction  
 Forms Type Accepted: Rot  
 Graphics Functions Supported: Curves, Graphs, Charts  
 Price: \$515  
 Distribution Method: End User, OEM, Third-Party  
 Number Installed to Date: 100 - 500  
 Date First Installed: April 1984

**BLUM GRIP ELECTRONICS**  
**M139/16**  
 Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Characters Per Line: 80  
 Standard Character Set Size: 255  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold  
 Maximum Form Width (in.): 10  
 Price: \$245  
 Distribution Method: Third-Party  
 Date First Installed: April 1984  
 (See Vendor Profile Page V-4)

**COMPUTER TRANSCRYBER SYSTEMS, INC.**  
**EDUCRIBIT 1238**  
 Print Mechanism: Nonimpact  
 Print Technique: Thermal Matrix  
 Maximum Characters Per Line: 136  
 Optional Character Set Size: 256  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Friction  
 Forms Type Accepted: Fanfold, Rot  
 Maximum Form Width (in.): 18  
 Price: \$1,330  
 Distribution Method: End User  
 Date First Installed: July 1984  
 (See Vendor Profile Page V-9)

**DATAPRINT CORP.**  
**8911**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Characters Per Line: 168  
 Standard Character Set Size: 72  
 Character Code: Ascii  
 Communications Port: Serial  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Rot, Cut Sheet  
 Maximum Form Width (in.): 13  
 Price: \$3,495  
 Distribution Method: End User  
 (See Vendor Profile Page V-10)

**DECISION DATA COMPUTER CORP.**  
**8700 MATRIX LINE PRINTER**  
 Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Character Code: Ascii, Ebcidic  
 Form Feed Method: Pin  
 Forms Type Accepted: Fanfold  
 Maximum Form Width (in.): 17  
 Price: \$5,148  
 Distribution Method: End User  
 Number Installed to Date: 500  
 Date First Installed: 1971  
 (See Vendor Profile Page V-11)

**DEVAN CONTROLS, INC.**  
**866**  
 Print Mechanism: Impact

Print Technique: Drum  
 Maximum Characters Per Line: Variable  
 Optional Character Set Size: Variable  
 Character Code: Proprietary  
 Communications Port: Serial, Parallel  
 Form Feed Method: Friction  
 Forms Type Accepted: Fanfold, Rot  
 Maximum Form Width (in.): 4  
 Price: \$12,850  
 Distribution Method: End User  
 Number Installed to Date: Under 100  
 Date First Installed: 1985  
 (See Vendor Profile Page V-11)

**DEVAN CONTROLS, INC.**  
**8188**  
 Print Mechanism: Impact  
 Print Technique: Drum  
 Optional Character Set Size: Custom  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Pin  
 Forms Type Accepted: Fanfold, Rot  
 Maximum Form Width (in.): 5  
 Price: \$5,000  
 Distribution Method: End User, OEM  
 Number Installed to Date: 1,000 - 5,000  
 Date First Installed: 1973

**DEVAN CONTROLS, INC.**  
**8278**  
 Print Mechanism: Impact  
 Print Technique: Drum  
 Optional Character Set Size: Variable  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Friction  
 Forms Type Accepted: Fanfold, Rot  
 Maximum Form Width (in.): 5  
 Price: \$4,500  
 Distribution Method: End User, OEM  
 Number Installed to Date: 500 - 1,000  
 Date First Installed: 1968

**DEVAN CONTROLS, INC.**  
**8600**  
 Print Mechanism: Impact  
 Print Technique: Drum  
 Optional Character Set Size: Variable  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Friction  
 Forms Type Accepted: Fanfold, Rot  
 Maximum Form Width (in.): 4  
 Price: \$5,000  
 Distribution Method: End User, OEM  
 Number Installed to Date: 1,000 - 5,000  
 Date First Installed: 1972

**ENVITAL MATRICE**  
**FORM WRITER 8132**  
 Print Mechanism: Impact  
 Print Technique: Dot Matrix

Maximum Characters Per Line: 130  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported:  
Arcs, Dot Addressable, Curves, Patterns  
Colors Supported: 1  
Price: \$1,375  
Distribution Method: End User,  
OEM

Number Installed to Date: 200  
Date First Installed: April 1984  
(See Vendor Profile Page 1-17)

#### SHIVALP MATRICE

##### FORM WRITER 180

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Characters Per Line: 80  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported:  
Arcs, Dot Addressable, Curves, Patterns  
Colors Supported: 1  
Price: \$1,350  
Distribution Method: End User,  
OEM

Number Installed to Date: 100 - 500  
Date First Installed: April 1984

#### SP - TBM, INC.

##### SP-11

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Characters Per Line: 220  
Standard Character Set: 100  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor,  
Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 13  
Price: \$1,250  
Distribution Method: End User,  
OEM

Date First Installed: February 1984  
(See Vendor Profile Page 1-12)

#### RACIT, INC.

##### 4810

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Characters Per Line: 80  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Price: \$416  
Distribution Method: OEM, Third-Party  
Date First Installed: 1983  
(See Vendor Profile Page 1-14)

#### RACIT, INC.

##### 4810

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Characters Per Line: 136  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Price: \$595  
Distribution Method: OEM, Third-Party  
Date First Installed: 1983

#### RACIT, INC.

##### 4880

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Characters Per Line: 136  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll  
Price: \$7,545  
Distribution Method: OEM, Third-Party  
Date First Installed: 1983

#### RACIT, INC.

##### 4880T

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Characters Per Line: 136  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll  
Price: \$7,545  
Distribution Method: OEM, Third-Party  
Date First Installed: 1983

#### RACIT, INC.

##### 4842

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Characters Per Line: 136  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Graphics Functions Supported:  
Arcs, Curves, Patterns, Charts  
Colors Supported: 2  
Price: \$2,000 to \$6,000  
Distribution Method: OEM, Third-Party  
Date First Installed: 1982

#### RACIT, INC.

##### 4844

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Characters Per Line: 136  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Graphics Functions Supported:  
Arcs, Charts, Curves, Patterns  
Colors Supported: 4

Price: \$2,000 to \$6,000

Distribution Method: OEM, Third-Party

Date First Installed: 1982

#### RACIT, INC.

##### 4849

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Characters Per Line: 136  
Standard Character Set: 96  
Optional Character Set: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Price: \$545  
Distribution Method: OEM, Third-Party  
Date First Installed: 1983

#### RACIT, INC.

##### 4880

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Characters Per Line: 136  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Roll  
Price: \$7,545  
Distribution Method: OEM, Third-Party  
Date First Installed: 1983

#### NEVILLY-INGRAM CO.

##### 10 3271A

Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Characters Per Line: 80  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 6  
Price: \$1,240  
Distribution Method: End User  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: May 1981  
(See Vendor Profile Page 1-16)

#### JBL, INC.

##### JLS 790

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Characters Per Line: 151  
Standard Character Set: 12  
Optional Character Set: 48  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor,  
Friction, Automatic Cassette  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 5  
Graphics Functions Supported:  
Arcs, Three-Dimensional, Curves, Charts, Patterns  
Colors Supported: 6  
Price: \$1,788  
Distribution Method: OEM, Third-Party  
Date First Installed: February 1984  
(See Vendor Profile Page 1-17)

#### KAYPRO CORP.

##### KAYPRO LETTER QUALITY

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Characters Per Line: 132  
Communications Port: Parallel  
Form Feed Method: Tractor  
Maximum Form Width (in.): 11

Price: \$350

(See Vendor Profile Page 1-19)

#### SEPP & SONEN

##### 8070

Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Characters Per Line: 80  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Maximum Form Width (in.): 6  
Graphics Functions Supported:  
Plotting, Charts  
Colors Supported: 1  
Price: \$1,740  
Distribution Method: End User,  
OEM, Third-Party  
Number Installed to Date: 100 - 500  
Date First Installed: January 1984  
(See Vendor Profile Page 1-7)

#### SEPP & SONEN

##### 8071

Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Characters Per Line: 80  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 8  
Graphics Functions Supported:  
Plotting, Charts  
Price: \$1,900  
Distribution Method: End User,  
OEM, Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: January 1984  
(See Vendor Profile Page 1-8)

#### MORGENTHAU SYSTEMS

##### SERIES 94

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Characters Per Line: 80  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Colors Supported: 1  
Price: \$1,865  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: October 1983  
(See Vendor Profile Page 1-27)

#### NORTHERN TELECOM, INC.

##### UNIVERSAL MATRIX PRINTER

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Standard Character Set: 96  
Optional Character Set: 128  
Character Code: Ascii, EBCDIC  
Form Feed Method: Tractor  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
(See Vendor Profile Page 1-34)

## Serial Printers

Unspecified Speed

### SPRINT CORP.

**SPRINT 11/86 PLUS**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Characters Per Line: 197  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Paper Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 15  
 Graphics Functions Supported: Dot Addressable  
 Colors Supported: 1  
 Price: \$1,990  
 Distribution Method: OEM, Third-Party  
 Number Installed to Date: 10,000 - 50,000  
 Date First Installed: December 1982  
 (See Vendor Profile Page V-38)

### SILVER-NEED AMERICA, INC.

**EXP 488**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Characters Per Line: 80  
 Character Code: Ascii

Communications Port: Serial  
 Paper Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 8.5  
 Price: \$290  
 Date First Installed: May 1984  
 (See Vendor Profile Page V-31)

### TAMBO CORP.

**SMP 135**  
 Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Characters Per Line: 80  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Paper Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Parallel  
 Maximum Form Width (in.): 15  
 Graphics Functions Supported: Aster Scan, Bit Image  
 Price: \$500  
 Distribution Method: End User  
 Date First Installed: 1982  
 (See Vendor Profile Page V-32)

### TELEPAR, INC.

**PL 132**  
 Print Mechanism: Nonimpact  
 Print Technique: Thermal Matrix  
 Maximum Characters Per Line: 12  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Parallel  
 Paper Feed Method: Friction  
 Forms Type Accepted: Roll  
 Maximum Form Width (in.): 2  
 Price: \$297  
 Distribution Method: OEM  
 Number Installed to Date: 1,000 - 5,000  
 Date First Installed: 1979  
 (See Vendor Profile Page V-34)

### TELEPAR, INC.

**PL 33 RACEMOUNT**  
 Print Mechanism: Nonimpact  
 Print Technique: Thermal Matrix  
 Maximum Characters Per Line: 20  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Paper Feed Method: Friction  
 Forms Type Accepted: Roll

Maximum Form Width (in.): 3  
 Price: \$495  
 Distribution Method: OEM  
 Number Installed to Date: Under 100  
 Date First Installed: 1983

### TELEPAR, INC.

**TP 321**  
 Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Characters Per Line: 132  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Paper Feed Method: Tractor  
 Maximum Form Width (in.): 18  
 Graphics Functions Supported: Arcs, Curves, Patterns, Charts, Three Dimensional  
 Price: \$5,500  
 Distribution Method: OEM, Third-Party  
 Number Installed to Date: Under 100  
 Date First Installed: April 1984  
 (See Vendor Profile Page V-35)

## Teleprinter Index

### Index to Teleprinters By Type

Teleprinters have been indexed according to type — receive-only, keyboard send/receive, (KSR), automatic send/receive, (ASR) or other. Within each product type the listings have been indexed alphabetically by vendor and contain information on the transmission speed, price and the page number on which the complete product listings can be found.

The product listings have been arranged in alphabetical order by vendor.

### Receive-Only Teleprinters

VENDOR	MODEL	TRANSMISSION SPEED	PRICE	PAGE
AT&T Teletype Corp.	T-300	9,600 tpm	\$4,897	B-59
C. Nash Electronics	MODEL 40	9,600 tpm	\$6,907	B-59
	1550B	9,600 tpm	\$630	B-59
	1550C	9,600 tpm	\$1,125	B-59
	8510B	9,600 tpm	\$1,295	B-59
	8510C	9,600 tpm	\$485	B-59
	8510D	9,600 tpm	\$735	B-59
	8600B	9,600 tpm	\$265	B-59
	F-10-AS	9,600 tpm	\$1,295	B-59
	A-15	9,600 tpm	\$1,895	B-59
Computer Services, Inc.	F-10-AD	2,400 tpm	\$895	B-59
Computer Transceiver Systems, Inc.	Z190	2,400 tpm	\$1,735	B-59
	EXECUPORT 480 RO	9,600 tpm	\$1,185	B-59
	EXECUPORT 1210	9,600 tpm	\$795	B-59
	EXECUPORT 1220	9,600 tpm	\$1,045	B-59
	EXECUPORT 1220	9,600 tpm	\$1,365	B-61
Datto General Corp.	4430	N/A	\$1,800	B-61
Delaprade New England, Inc.	TCS-200	N/A	\$3,000	B-61
	2910 (T-42) MILITARY TELEPRINTER	4,800 tpm	\$30,000	B-61
Digital Equipment Corp.	MT 1200 TEMPEST MATRIX PRINTER	4,800 tpm	\$6,250	B-61
Emul Corp.	LA120 DECRYPTER II	9,600 tpm	\$2,420	B-61
Enlight Associates, Inc.	COM SCHEME	9,600 tpm	\$1,300	B-62
IN/A-CON Information Systems Division	OPS 24	9,600 tpm	\$1,000	B-62
	T-363	N/A	N/A	B-62
	T-363A	19,200 tpm	N/A	B-62
	T-410	9,600 tpm	N/A	B-62
	T-410	9,600 tpm	N/A	B-62
	T-450	9,600 tpm	N/A	B-62
	T-455	9,600 tpm	N/A	B-62
Monomouth Tally	T-363A	19 tpm	N/A	B-62
NRH Control	MT 1912	1,200 tpm	N/A	B-62
NRH Corp.	4212	9,600 tpm	\$3,450	B-62
Ortel Systems, Inc.	RCR 908 (R)	1,200 tpm	\$7,995	B-62
	RO 700 SERIES	9,600 tpm	\$795 to \$995	B-62

### Keyboard Send/Receive Teleprinters

VENDOR	MODEL	TRANSMISSION SPEED	PRICE	PAGE
AT&T Teletype Corp.	5310/5320	9,600 tpm	\$2,000	B-59
Computer Services, Inc.	2200	9,600 tpm	\$1,395	B-59
	2300	9,600 tpm	\$2,195	B-59
	2300	9,600 tpm	\$1,895	B-59
Computer Transceiver Systems, Inc.	2312	9,600 tpm	\$2,135	B-59
	EXECUPORT 440	1,200 tpm	\$895	B-59
	EXECUPORT 440 (TWK TLQ)	1,200 tpm	\$1,195	B-59
	EXECUPORT 4400 SERIES	300 tpm	\$1,795	B-59
Delaprade New England, Inc.	MT 1200 TEMPEST MESSAGE TERMINAL	4,800 tpm	\$2,495	B-61

## Teleprinter Index

<b>Digital Equipment Corp.</b>	LATS DECRYPTER CORRESPONDENT	9,600 tpm	\$1,500	A-21
	LATS DECRYPTER WRITER	9,600 tpm	\$2,800	A-21
	LETTERWRITER 100	9,600 tpm	\$2,185	A-22
<b>Seaborn Corp.</b>	2100	9,600 tpm	\$2,275	A-22
	2000	9,600 tpm	\$1,200	A-23
	200 POKER	1,200 tpm	\$2,390	A-23
<b>Hercules-Packard Co.</b>	HP 2555B	9,600 tpm	\$4,270	A-23
<b>M/A-COM Information Systems Div.</b>	T-100	9,600 tpm	N/A	A-22
	T-800	9,600 tpm	N/A	A-23
	T-1210	9,600 tpm	N/A	A-23
	T-107	300 tpm	N/A	A-23
<b>MSC Information Systems</b>	SPINWRITER 7720	1,200 tpm	N/A	A-23
	SPINWRITER 7725	1,200 tpm	N/A	A-23
<b>Olympic USA, Inc.</b>	ESW100	16,200 tpm	\$7,998	A-23
<b>Quint Systems, Inc.</b>	KSR 700	1,200 tpm	\$995	A-24
<b>Tuome Instruments, Inc.</b>	MODEL 785 KSR PRINTER	9,600 tpm	\$1,800	A-24
	CHAM 80080 KSR	9,600 tpm	\$2,185	A-24
	CHAM 800840 KSR	9,600 tpm	\$7,085	A-24
	MODEL 785/87 TERMINAL	1,200 tpm	\$2,000	A-24
	SILENT 706/708 KSR	300 tpm	N/A	A-24

## Automatic Send/Receive Teleprinters

VENDOR	MODEL	TRANSMISSION SPEED	PRICE	PAGE
<b>AT&amp;T Teletype Corp.</b>	MODEL 43	1,800 tpm	\$1,800	A-25
<b>Computer Transceiver Systems, Inc.</b>	EXCELCURT 4120	9,600 tpm	\$3,285	A-27
	EXCELCURT 4120 BLOCK SEND/RECEIVE	9,600 tpm	\$3,995	A-27
<b>Magnum International, Inc.</b>	EZ PRINT 21	9,600 tpm	\$945	A-22
	EZ PRINT 40	9,600 tpm	\$1,250	A-23
<b>Tuome Instruments, Inc.</b>	MODEL 785 TERMINAL	2,400 tpm	\$2,710	A-24
	MODEL 785 TERMINAL	2,400 tpm	\$3,000	A-24
	MODEL 787 TERMINAL	2,400 tpm	\$4,000	A-24
	SILENT 700/708	300 tpm	N/A	A-24
<b>Trudemann/IBM</b>	WHISPER WRITER	300 tpm	\$1,345	A-24

## Other Teleprinter Types

VENDOR	MODEL	TRANSMISSION SPEED	PRICE	PAGE
<b>IBM Corp.</b>	M-200	N/A	\$7,050	A-23
<b>Quint Systems, Inc.</b>	MSR 740 ELECTRONIC MAIL SERIES	1,200 tpm	\$7,085	A-24



## Teleprinters

### AT&T TELETYPE CORP.

8224US85

Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 ips  
Integral Modem/Coupler Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Techniques: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 220  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor,  
Friction, Pin  
Form Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 15  
Optional Functions Supported:  
None; Bi-Directional  
Price: \$2,000  
Distribution Method: End User  
Date First Installed: 1984  
(See Vendor Profile Page V-6)

### AT&T TELETYPE CORP.

MODEL 48

Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
4,800 ips  
Print Mechanism: Impact  
Printer Type: Line  
Print Techniques: Dot Matrix  
Maximum Print Speed: 300 ips  
Maximum Characters Per Line: 132  
Optional Character Set Size: 94  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fan Fold  
Price: \$5,950  
Distribution Method: Third-Party  
Date First Installed: March 1974

### AT&T TELETYPE CORP.

MODEL 48

Automatic Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
1,800 ips  
Integral Modem/Coupler Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Techniques: Dot Matrix  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor,  
Friction, Pin  
Form Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Price: \$1,650  
Distribution Method: Third-Party  
Number Installed to Date: More  
than 50,000

### AT&T TELETYPE CORP.

T-368

Receive Only  
Data Transmission Characteristics:

Half-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 ips  
Print Mechanism: Impact  
Printer Type: Line  
Print Techniques: Ball  
Maximum Print Speed: 200 ips  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 94,  
128, 256  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fan Fold  
Price: \$4,800  
Distribution Method: Third-Party  
Date First Installed: 1983

### B&B CORP.

M-300

Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Techniques: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fan Fold  
Maximum Form Width (in.): 18  
Price: \$7,950  
Distribution Method: End User  
Third-Party  
Number Installed to Date: 1,500

### C. ITON ELECTRONICS

16160

Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Techniques: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 128  
Unlimited  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 18  
Price: \$800  
Distribution Method: OEM, Third-Party  
(See Vendor Profile Page V-47)

### C. ITON ELECTRONICS

16160

Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Techniques: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 128  
Unlimited  
Character Code: Ascii

Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 18  
Price: \$1,125  
Distribution Method: OEM, Third-Party

### C. ITON ELECTRONICS

16160C

Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Techniques: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 128  
Unlimited  
Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 18  
Price: \$1,125  
Distribution Method: OEM, Third-Party

### C. ITON ELECTRONICS

96160

Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Techniques: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Size: 128  
Unlimited  
Character Code: Ascii  
Communications Port: Serial  
Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 10  
Price: \$495  
Distribution Method: OEM, Third-Party

### C. ITON ELECTRONICS

96160

Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Techniques: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Size: 128  
Unlimited  
Character Code: Ascii

Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Price: \$795  
Distribution Method: OEM, Third-Party

### G. ITON ELECTRONICS

96160C

Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Techniques: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Size: 128  
Unlimited  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction  
Form Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Color Supported: 7  
Price: \$895  
Distribution Method: OEM, Third-Party

### G. ITON ELECTRONICS

96160

Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Techniques: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 128  
Standard Character Set Size: 96  
Optional Character Set Size: 128  
Unlimited  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction  
Form Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Color Supported: 7  
Price: \$1,295  
Distribution Method: OEM, Third-Party

### G. ITON ELECTRONICS

A-19

Receive Only  
Data Transmission Characteristics:  
Asynchronous, Ascii  
Maximum Transmission Speed:  
2,400 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Techniques: Daisywheel  
Maximum Print Speed: 20 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii

## Teleprinters

Character Code: Ascii  
Communications Port: Serial  
Parallels  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$995  
Distribution Method: OEM, Third-Party

### G. FRYE ELECTRONICS

8-16-88  
Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
2,400 lps  
Printer Type: Serial  
Print Technology: Dot Matrix  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, Cut Sheet  
Maximum Form Width (in.): 18  
Price: \$1,795  
Distribution Method: OEM, Third-Party

### G. FRYE ELECTRONICS

8-16-88  
Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
3,600 lps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technology: Dot Matrix  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, Cut Sheet  
Maximum Form Width (in.): 18  
Price: \$1,995  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 2,295

### COMPUTER DEVICES, INC.

2300  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 lps  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Line  
Print Technology: Thermal Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, Cut Sheet  
Maximum Form Width (in.): 8.5  
Price: \$1,895  
Distribution Method: End User, OEM, Third-Party

Price: \$1,395  
Distribution Method: End User, OEM, Third-Party  
(See Vendor Profile Page V-8)

### COMPUTER DEVICES, INC.

2300  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 lps  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Line  
Print Technology: Thermal Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, Cut Sheet  
Maximum Form Width (in.): 8.5  
Price: \$2,195  
Distribution Method: End User, OEM, Third-Party

### COMPUTER DEVICES, INC.

2100  
Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 lps  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Line  
Print Technology: Thermal Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, Cut Sheet  
Maximum Form Width (in.): 8.5  
Price: \$1,195  
Distribution Method: End User, OEM, Third-Party

### COMPUTER DEVICES, INC.

2300  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 lps  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Line  
Print Technology: Thermal Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, Cut Sheet  
Maximum Form Width (in.): 8.5  
Price: \$1,895  
Distribution Method: End User, OEM, Third-Party

Number Installed to Date: 3,000  
Addressable  
Price: \$995  
Distribution Method: End User

### COMPUTER DEVICES, INC.

2312  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 lps  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Line  
Print Technology: Thermal Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, Cut Sheet  
Maximum Form Width (in.): 8.5  
Price: \$2,195  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: April 1982

### COMPUTER TRANSDUCER SYSTEMS, INC.

EXECUPORT 428 NO  
Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 lps  
Integral Modem/Coupler: Standard  
Print Mechanism: Standard  
Printer Type: Serial  
Print Technology: Dot Matrix  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 140  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, Cut Sheet  
Maximum Form Width (in.): 9  
Graphics Functions Supported: Dot Addressable  
Price: \$795  
Distribution Method: End User  
(See Vendor Profile Page V-8)

### COMPUTER TRANSDUCER SYSTEMS, INC.

EXECUPORT 428  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 lps  
Integral Modem/Coupler: Standard  
Print Mechanism: Standard  
Printer Type: Serial  
Print Technology: Dot Matrix  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 140  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, Cut Sheet  
Maximum Form Width (in.): 9

Graphics Functions Supported: Dot Addressable  
Price: \$995  
Distribution Method: End User

### COMPUTER TRANSDUCER SYSTEMS, INC.

EXECUPORT 448  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
1,200 lps  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technology: Dot Matrix  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 140  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, Cut Sheet  
Maximum Form Width (in.): 9  
Graphics Functions Supported: Dot Addressable  
Price: \$1,195

### COMPUTER TRANSDUCER SYSTEMS, INC.

EXECUPORT 448 (TKX, TELK)  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
1,200 lps  
Integral Modem/Coupler: Standard  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technology: Dot Matrix  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 140  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, Cut Sheet  
Maximum Form Width (in.): 9  
Graphics Functions Supported: Dot Addressable  
Price: \$1,795

### COMPUTER TRANSDUCER SYSTEMS, INC.

EXECUPORT 1216  
Receive Only  
Data Transmission Characteristics:  
Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 lps  
Integral Modem/Coupler: Optional  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technology: Thermal Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 256  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, Cut Sheet  
Maximum Form Width (in.): 19  
Price: \$1,045  
Distribution Method: End User

## Teleprinters

### COMPUTER TRANSDUCER SYSTEMS, INC.

#### ES200PT 1208

Receive Only  
Data Transmission Characteristics:  
Asynchronous, Ascii  
Maximum Transmission Speed:  
6,000 ips  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Techniques: Thermal Mark  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 126  
Optional Character Set: 256  
Character Code: Ascii  
Communications Port: Serial  
Pulse Feed Method: Friction  
Pulse Type: Asynchronous, Fan Fold, Roll  
Maximum Pans Width (in.): 18  
Price: \$1,385  
Distribution Method: End User

### COMPUTER TRANSDUCER SYSTEMS, INC.

#### ES200PT 4000 SERIES

Automatic Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex, Asynchronous  
Maximum Transmission Speed:  
300 ips  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Techniques: Thermal Mark  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 126  
Standard Character Set: 256  
Character Code: Ascii, APC  
Communications Port: Serial  
Pulse Feed Method: Friction  
Pulse Type: Asynchronous, Fan Fold  
Maximum Pans Width (in.): 15  
Graphics Functions Supported: Dot Addressable  
Price: \$2,485  
Distribution Method: End User, OEM

### COMPUTER TRANSDUCER SYSTEMS, INC.

#### ES200PT 4100

Automatic Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex, Asynchronous  
Maximum Transmission Speed:  
8,000 ips  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Techniques: Thermal Mark  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 230  
Standard Character Set: 256  
Character Code: Ascii  
Communications Port: Serial  
Pulse Feed Method: Friction  
Pulse Type: Asynchronous, Fan Fold, Roll  
Maximum Pans Width (in.): 15  
Graphics Functions Supported: Charts, Histograms  
Price: \$3,295  
Distribution Method: End User, OEM

### COMPUTER TRANSDUCER SYSTEMS, INC.

#### ES200PT 4120 BLOCK

### SEND, RECEIVE

Automatic Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,000 ips  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Techniques: Thermal Mark  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 230  
Standard Character Set: 256  
Character Code: Ascii  
Communications Port: Serial  
Pulse Feed Method: Friction  
Pulse Type: Asynchronous, Fan Fold  
Maximum Pans Width (in.): 15  
Graphics Functions Supported: Charts, Histograms  
Price: \$5,800  
Distribution Method: End User, OEM

### BATA GENERAL CORP.

4422  
Receive Only  
Data Transmission Characteristics:  
Asynchronous  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Techniques: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 126  
Standard Character Set: 256  
Character Code: Ascii  
Communications Port: Serial  
Pulse Feed Method: Friction  
Pulse Type: Asynchronous, Fan Fold  
Maximum Pans Width (in.): 14  
Price: \$1,800  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 100 - 1,000  
(See Vendor Profile Page V-4)

### BATA PRODUCTS NEW

#### SHIMLAIN, INC.

8919 (TT-424)ALJURY  
TELEPRINTER  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii, Baudot  
Maximum Transmission Speed:  
4,800 ips  
Print Mechanism: Impact  
Printer Type: Line  
Print Techniques: Dot Matrix  
Maximum Print Speed: 1,000 ips  
Maximum Characters Per Line: 80  
Standard Character Set: 256  
Character Code: Ascii, Baudot  
Communications Port: Serial, Parallel  
Pulse Feed Method: Friction  
Pulse Type: Asynchronous, Fan Fold, Roll  
Maximum Pans Width (in.): 10  
Price: \$30,000  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-10)

### BATA PRODUCTS NEW

#### SHIMLAIN, INC.

8077 1300 TELEPRINT MATRIX  
PRINTER  
Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii, Baudot  
Maximum Transmission Speed:  
4,800 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Techniques: Dot Matrix  
Maximum Print Speed: 340 cps  
Maximum Characters Per Line: 66  
Standard Character Set: 256  
Optional Character Set: 256  
Character Code: Ascii, Baudot  
Communications Port: Serial, Parallel  
Pulse Feed Method: Friction, Friction  
Pulse Type: Asynchronous, Fan Fold, Roll  
Maximum Pans Width (in.): 9  
Price: \$8,250  
Distribution Method: End User, OEM  
Number Installed to Date: 100 - 500

### BATA PRODUCTS NEW

#### SHIMLAIN, INC.

8077 1300 TELEPRINT MESSAGE  
TERMINAL  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii, Baudot  
Maximum Transmission Speed:  
4,800 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Techniques: Dot Matrix  
Maximum Print Speed: 340 cps  
Maximum Characters Per Line: 66  
Standard Character Set: 256  
Optional Character Set: 256  
Character Code: Ascii, Baudot  
Communications Port: Serial, Parallel  
Pulse Feed Method: Friction, Friction  
Pulse Type: Asynchronous, Fan Fold, Roll  
Maximum Pans Width (in.): 9  
Price: \$8,000  
Distribution Method: End User  
Number Installed to Date: Under 100

### BATA PRODUCTS NEW

#### SHIMLAIN, INC.

TCO-385  
Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii  
Print Mechanism: Impact  
Printer Type: Serial  
Print Techniques: Dot Matrix  
Maximum Print Speed: 220 cps  
Maximum Characters Per Line: 132  
Standard Character Set: 256  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Pulse Feed Method: Friction, Friction  
Pulse Type: Asynchronous, Fan Fold, Roll  
Maximum Pans Width (in.): 18  
Graphics Functions Supported: Charts, Histograms, Patterns

### Weather Maps

Colors Supported: 8  
Price: \$3,000  
Distribution Method: End User, OEM  
Date First Installed: October 1984

### SHIMLAIN, INC. SHIMLAIN CORP.

#### LA10 DEC-WRITER

COMBINATION  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,000 ips  
Integral Modem/Coupler: Standard  
Print Mechanism: Impact  
Printer Type: Serial  
Print Techniques: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 80  
Standard Character Set: 128  
Character Code: Ascii, A  
Communications Port: Serial  
Pulse Feed Method: Friction, Friction  
Pulse Type: Asynchronous, Fan Fold, Roll, Cut Sheet  
Graphics Functions Supported: Shaded, Address  
Price: \$1,500 to \$2,200  
Distribution Method: End User, OEM, Third-Party  
(See Vendor Profile Page V-11)

### SHIMLAIN, INC. SHIMLAIN CORP.

#### LA10B DEC WRITER II

Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,000 ips  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Techniques: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Pulse Feed Method: Friction  
Pulse Type: Asynchronous, Fan Fold  
Maximum Pans Width (in.): 15  
Graphics Functions Supported: Shaded, Address  
Price: \$2,000  
Distribution Method: End User, OEM, Third-Party

### SHIMLAIN, INC. SHIMLAIN CORP.

#### LA10B DEC WRITER II

Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,000 ips  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Techniques: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Pulse Feed Method: Friction

## Teleprinters

Forma Type Accepted: Fan Fold  
Maximum Form Width (in.): 15  
Price: \$2,420  
Distribution Method: End User,  
OEM, Third-Party

**MINITAL BUSINESS CORP.**  
**LETTERWRITER 100**  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
5,800 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 240 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Optional Character Set Size:  
Variable  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forma Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Dot  
Addressable  
Price: \$2,195  
Distribution Method: End User,  
OEM, Third-Party

**EXTOL CORP.**  
**COM SCHW**  
Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous, Baudot  
Maximum Transmission Speed:  
5,800 ips  
Integral Modem/Coupler: Standard  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 10 cps  
Maximum Characters Per Line: 90  
Standard Character Set Size: 96  
Optional Character Set Size: 64,  
128  
Character Code: Ascii, Baudot  
Communications Port: Serial,  
Form Feed Method: Friction,  
Pin

Forma Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 9  
Price: \$1,300  
Distribution Method: End User,  
OEM  
Number Installed to Date: 500  
Size Vendor Profile: Page 14-14

**PLATON AMERICA, INC.**  
**SP-36**  
Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
5,800 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 250 cps  
Maximum Characters Per Line: 138  
Standard Character Set Size: 96

Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction, Pin, Sheet Feed  
Forma Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 18  
Graphics Functions Supported: Bit  
Image  
Price: \$1,995  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 100  
Size Vendor Profile: Page 14-12

**GENCO INC.**  
**808 RCH-88**  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Ascii  
Maximum Transmission Speed:  
1,200 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor  
Forma Type Accepted: Fan Fold  
Maximum Form Width (in.): 17  
Price: \$2,350 to \$2,470  
Distribution Method: OEM, Third-Party  
Size Vendor Profile: Page 14-15

**GENCO INC.**  
**2038**  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Asynchronous, Ascii  
Maximum Transmission Speed:  
4,800 ips  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 60 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forma Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 18  
Graphics Functions Supported: Dot  
Matrix Printer  
Colors Supported: 1  
Price: \$1,250  
Distribution Method: OEM, Third-Party

**GENCO INC.**  
**2100**  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Ascii  
Maximum Transmission Speed:  
5,000 ips  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix

Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Form Feed Method: Tractor, Friction  
Forma Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 18  
Price: \$2,275  
Distribution Method: OEM, Third-Party

**HEWLETT-PACKARD CO.**  
**HP 2038**  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
5,800 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 138  
Standard Character Set Size: 128  
Optional Character Set Size: 256  
Character Code: Ascii  
Communications Port: Serial,  
Form Feed Method: Tractor  
Forma Type Accepted: Fan Fold  
Price: \$4,370  
Distribution Method: End User  
Size Vendor Profile: Page 14-14

**M/A-COM INFORMATION**  
**SYSTEMS DIVISION**  
**T-11-48**  
Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous, Ascii  
Maximum Transmission Speed:  
5,800 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction

Forma Type Accepted: Roll  
Maximum Form Width (in.): 15  
Distribution Method: End User  
Size Vendor Profile: Page 14-20

**M/A-COM INFORMATION**  
**SYSTEMS DIVISION**  
**T-10-80**  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous, Ascii  
Maximum Transmission Speed:  
5,800 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 240 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial,  
Form Feed Method: Tractor, Friction

Forma Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 14.9  
Graphics Functions Supported: Pin  
Charts, Logos, Bar Charts

**M/A-COM INFORMATION**  
**SYSTEMS DIVISION**  
**T-383A**  
Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous, Ascii  
Maximum Transmission Speed: 15  
ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 130 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction, Pin  
Maximum Form Width (in.): 9.5  
Graphics Functions Supported:  
Block Graphics

**M/A-COM INFORMATION**  
**SYSTEMS DIVISION**  
**T-383A**  
Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous, Ascii  
Maximum Transmission Speed:  
15,300 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 130 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Optional Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction, Pin  
Forma Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 16

**M/A-COM INFORMATION**  
**SYSTEMS DIVISION**  
**T-385**  
Receive Only  
Data Transmission Characteristics:  
Asynchronous, Ascii  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 138  
Standard Character Set Size: 96  
Optional Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Maximum Form Width (in.): 16

**M/A-COM INFORMATION**  
**SYSTEMS DIVISION**  
**T-767**  
Keyboard Send/Receive  
Data Transmission Characteristics:

## Teleprinters

Half-Duplex, Full-Duplex, Asynchronous; Ascii  
Maximum Transmission Speed: 300 lps  
Integral Modem/Congler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 45 cps  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Pulse Feed Method: Friction  
Pulse Type Accepted: Fan Fold  
Pulse Width (in.): 8.5

### ISA-OSM INFORMATION SYSTEMS DIVISION

T-418  
Receives Only  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed: 8,000 lps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Standard Character Set Size: 132  
Character Code: Ascii  
Communications Port: Serial  
Pulse Feed Method: Friction  
Pulse Type Accepted: Fan Fold, Pin  
Maximum Pulse Width (in.): 15  
Graphics Functions Supported: All

### ISA-OSM INFORMATION SYSTEMS DIVISION

T-422  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed: 8,000 lps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Standard Character Set Size: 132  
Character Code: Ascii  
Communications Port: Serial  
Pulse Feed Method: Friction  
Pulse Type Accepted: Fan Fold, Pin  
Maximum Pulse Width (in.): 15  
Distribution Method: End User

### ISA-OSM INFORMATION SYSTEMS DIVISION

T-484  
Receives Only  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed: 8,000 lps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Standard Character Set Size: 80  
Character Code: Ascii

Communications Port: Serial, Parallel  
Pulse Feed Method: Friction  
Pulse Type Accepted: Fan Fold, Roll, Cut Sheet  
Maximum Pulse Width (in.): 11  
Graphics Functions Supported:  
Raster Graphics, Bar Charts, Matrix  
Graphics  
Distribution Method: End User

### ISA-OSM INFORMATION SYSTEMS DIVISION

T-484  
Receives Only  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed: 8,000 lps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Standard Character Set Size: 80  
Optional Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Pulse Feed Method: Friction  
Pulse Type Accepted: Fan Fold, Pin  
Maximum Pulse Width (in.): 11  
Graphics Functions Supported:  
Raster, Matrix Character

### ISA-OSM INFORMATION SYSTEMS DIVISION

T-519  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed: 8,000 lps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 165 cps  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Pulse Feed Method: Friction  
Pulse Type Accepted: Fan Fold  
Maximum Pulse Width (in.): 15  
Distribution Method: End User  
Data Print Method: BNC

### MANHATTAN VALLEY

MT 1610  
Receives Only  
Data Transmission Characteristics:  
Half-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed: 1,200 lps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 cps  
Standard Character Set Size: 132  
Character Code: Ascii  
Communications Port: Serial  
Pulse Feed Method: Friction  
Pulse Type Accepted: Fan Fold  
Maximum Pulse Width (in.): 15  
Distribution Method: OEM, Third Party

Number Installed to Date: 10,000 - 10,000  
(See Vendor Profile Page V-28)

### IBM SYSTEMS

4212  
Receives Only  
Data Transmission Characteristics:  
Asynchronous, Synchronous, Ascii  
Maximum Transmission Speed: 8,000 lps  
Integral Modem/Congler: Standard  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Continuous  
Maximum Print Speed: 35 cps  
Standard Character Set Size: 132  
Optional Character Set Size: 72  
Character Code: Ascii  
Communications Port: Serial  
Pulse Feed Method: Friction  
Pulse Type Accepted: Fan Fold  
Pulse Width (in.): 15  
Number Installed to Date: 400  
Data Print Method: IBM  
(See Vendor Profile Page V-30)

### ISOPCON INTERNATIONAL, INC.

IZ PRINT 21  
Automatic Send/Receive  
Data Transmission Characteristics:  
Full-Duplex  
Maximum Transmission Speed: 8,000 lps  
Integral Modem/Congler: Optional  
Print Mechanism: Impact  
Printer Type: Line  
Print Technique: Dot Matrix  
Maximum Print Speed: 72 lps  
Standard Character Set Size: 21  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Pulse Feed Method: Friction  
Maximum Pulse Width (in.): 8  
Colors Supported: 1  
Pulse: BNC  
Distribution Method: End User  
OSM  
Number Installed to Date: 15,000  
(See Vendor Profile Page V-27)

### ISOPCON INTERNATIONAL, INC.

IZ PRINT 49  
Automatic Send/Receive  
Data Transmission Characteristics:  
Full-Duplex  
Maximum Transmission Speed: 8,000 lps  
Integral Modem/Congler: Optional  
Print Mechanism: Impact  
Printer Type: Line  
Print Technique: Dot Matrix  
Maximum Print Speed: 72 lps  
Standard Character Set Size: 21  
Optional Character Set Size: 132  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Pulse Feed Method: Friction  
Pulse Type Accepted: Fan Fold, Pin  
Maximum Pulse Width (in.): 4.5  
Graphics Functions Supported:

Dot Addressable  
Pulse: \$1,295  
Distribution Method: End User  
Number Installed to Date: 5,000 - 10,000  
Pulse Print Method: December 1980

### ISOS CORP.

ICR 3990 (90)  
Receives Only  
Data Transmission Characteristics:  
Asynchronous  
Maximum Transmission Speed: 1,200 lps  
Integral Modem/Congler: Optional  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 30 cps  
Standard Character Set Size: 80  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Pulse Feed Method: Friction  
Pulse Type Accepted: Fan Fold  
Maximum Pulse Width (in.): 9  
Pulse: \$1,895  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000

### ISC INFORMATION SYSTEMS

SPRINTER 7726  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed: 1,200 lps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Pin Thru  
Maximum Print Speed: 55 cps  
Standard Character Set Size: 132  
Character Code: Ascii  
Communications Port: Serial  
Pulse Feed Method: Friction, Cut Sheet  
Pulse Type Accepted: Fan Fold  
Maximum Pulse Width (in.): 15  
Graphics Functions Supported: All  
(See Vendor Profile Page V-34)

### ISC INFORMATION SYSTEMS

SPRINTER 7726  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed: 1,200 lps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Pin Thru  
Maximum Print Speed: 55 cps  
Standard Character Set Size: 132  
Character Code: Ascii  
Communications Port: Serial  
Pulse Feed Method: Friction, Cut Sheet  
Pulse Type Accepted: Fan Fold, Cut Sheet  
Maximum Pulse Width (in.): 15  
Graphics Functions Supported: All  
OLYMPIA S.A.S., INC.  
ESTYB  
Keyboard Send/Receive

## Teleprinters

**Data Transmission Characteristics:**  
Half-Duplex, Full-Duplex,  
Asynchronous  
Maximum Transmission Speed:  
16,500 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dots  
Maximum Print Speed: 17 cps  
Maximum Characters Per Line: 141  
Standard Character Set: 96  
Character Code: Ascii  
Communications Port: Serial  
Pulse  
Form Feed Method: Tractor,  
Friction, Sheet Feed  
Form Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 17  
Price: \$1,899  
Distribution Method: End User,  
OEM, Third-Party  
(See Vendor Profile Page V-25)

**SWIFT SYSTEMS, INC.**  
SER 760 SERIES  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex  
Maximum Transmission Speed:  
1,200 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 60 cps  
Maximum Characters Per Line: 137  
Standard Character Set: 96  
Optional Character Set: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 9  
Price: \$995 to \$1,235  
Distribution Method: End User,  
Third-Party  
(See Vendor Profile Page V-28)

**SWIFT SYSTEMS, INC.**  
SER 740 ELECTRONIC SER.  
SERIES  
Data Transmission Characteristics:  
Asynchronous, Memory System  
Maximum Transmission Speed:  
1,200 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Thermal  
Maximum Print Speed: 60 cps  
Maximum Characters Per Line: 137  
Standard Character Set: 96  
Optional Character Set: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 9  
Price: \$1,095 to \$1,795  
Distribution Method: End User,  
Third-Party

**SWIFT SYSTEMS, INC.**  
SER 780 SERIES  
Receive Only  
Data Transmission Characteristics:

Half-Duplex, Full-Duplex  
Maximum Transmission Speed:  
6,000 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 60 cps  
Maximum Characters Per Line: 137  
Standard Character Set: 96  
Optional Character Set: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 9  
Price: \$795 to \$995  
Distribution Method: End User,  
Third-Party

**TEXAS INSTRUMENTS, INC.**  
MODEL 760 TERMINAL  
Automatic Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous, Synchronous, Ascii  
Maximum Transmission Speed:  
2,400 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 80  
Standard Character Set: 96  
Optional Character Set: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, 8  
Price: \$2,700  
Distribution Method: End User,  
Third-Party  
(See Vendor Profile Page V-30)

**TEXAS INSTRUMENTS, INC.**  
MODEL 760 TERMINAL  
Automatic Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous, Synchronous, Ascii  
Maximum Transmission Speed:  
2,400 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 80  
Standard Character Set: 96  
Optional Character Set: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, 8  
Price: \$2,000  
Distribution Method: End User,  
Third-Party

**TEXAS INSTRUMENTS, INC.**  
MODEL 760 TERMINAL  
Automatic Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous, Synchronous, Ascii

Maximum Transmission Speed:  
2,400 ips  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 80  
Standard Character Set: 96  
Optional Character Set: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold  
Maximum Form Width (in.): 8  
Price: \$4,000  
Distribution Method: End User,  
Third-Party

**TEXAS INSTRUMENTS, INC.**  
MODEL 760 KSR PRINTER  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Ascii  
Maximum Transmission Speed:  
8,000 ips  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 80  
Standard Character Set: 96  
Optional Character Set: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, 8  
Price: \$1,000  
Distribution Method: End User,  
Third-Party

**TEXAS INSTRUMENTS, INC.**  
MODEL 760 T70 TERMINAL  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Ascii  
Maximum Transmission Speed:  
1,200 ips  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 80  
Standard Character Set: 96  
Optional Character Set: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, 8  
Price: \$2,000  
Distribution Method: End User,  
Third-Party

**TEXAS INSTRUMENTS, INC.**  
OS88 DRIVER KSR  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex, Ascii  
Maximum Transmission Speed:  
8,000 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set: 96  
Optional Character Set: 128

International  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Form Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 15  
Price: \$2,195  
Distribution Method: End User,  
Third-Party

**TEXAS INSTRUMENTS, INC.**  
SER 760 T70 KSR  
Automatic Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Ascii  
Maximum Transmission Speed:  
300 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 45 cps  
Maximum Characters Per Line: 80  
Standard Character Set: 96  
Optional Character Set: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, 8.5  
Distribution Method: End User,  
Third-Party

**TEXAS INSTRUMENTS, INC.**  
SER 760 T70 KSR  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Ascii  
Maximum Transmission Speed:  
300 ips  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 45 cps  
Maximum Characters Per Line: 80  
Standard Character Set: 96  
Optional Character Set: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, 8.5  
Distribution Method: End User,  
Third-Party

**TRIMCO/IBM**  
WHISPER WRITER  
Automatic Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous, Ascii  
Maximum Transmission Speed:  
300 ips  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 35 cps  
Maximum Characters Per Line: 136  
Standard Character Set: 96  
Optional Character Set: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Form Type Accepted: Fan Fold, 11.4  
Distribution Method: End User,  
OEM, Third-Party  
(See Vendor Profile Page V-30)

You're challenging the  
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MD2 256HD

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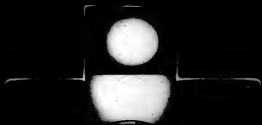
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Maxell Corporation of America, 40 Gould Drive, Yonkers, N.Y. 10701 201-440-8822



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California Computer Systems

## Board Manufacturers

### A & M COMPUTER SYSTEMS

3 Whitney  
Irvine, CA 92714  
(714) 859-8531  
System Compatibility: IBM PC/XT  
Board Types: Clock Calendar,  
Communications Enhancement,  
Graphics Enhancement, Memory  
Expansion, Modern, Multifunctional,  
Port Expansion, Print Buffer  
Contacts:  
Head of Marketing: John Harver  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 36

### ADVANCED VIDEO SERVICES, INC.

101 Thompson Pl.  
Sunnyvale, CA 94086  
(800) 338-8450  
System Compatibility: Intel 5285  
Board Types: Memory Expansion,  
Multifunctional, Port Expansion  
Contacts:  
Head of Marketing: Ben Anster  
Head of Engineering: John East  
Geographic Coverage: International  
Year Established: 1989  
Number of Employees: 11,000

### ADVANCED MICROCOMPUTER SYSTEMS, INC.

5825 N.W. 22nd Ave.  
Fort Lauderdale, FL 33309  
(305) 975-5615  
System Compatibility: IBM PC,  
5120 Bus  
Board Types: Clock Calendar,  
Communications Enhancement,  
Display Buffer, Graphics  
Enhancement, Memory Expansion,  
Modern, Multifunctional, Port  
Expansion, Print Buffer  
Contacts:  
Head of Sales: Raj Shah  
Geographic Coverage: National  
Year Established: 1981  
Number of Employees: 25

### ARIMA VIDEO CORP.

330 W. 56th St.  
New York, NY 10021  
(212) 947-4040  
System Compatibility: IBM PC,  
Alpha II  
Board Types: Video Recorder  
Contacts:  
Head of Marketing: Anna Dine  
Head of Sales: Michael Adner  
Geographic Coverage: National  
Year Established: 1979  
Number of Employees: 12

### ALVOY COMPUTER PRODUCTS, INC.

190 Pennsylvania Ave.  
Farmington, MA 01701  
(617) 875-8100  
System Compatibility: IBM PC,  
Motor 5086, Memory Expansion,  
Multifunctional, Port Expansion  
Contacts:  
Head of Marketing: Nigel R. Spicer  
Head of Engineering: John R. Lyman  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 80

### AMERICAN SCIENTIFIC COMPUTER CORP.

P.O. Box 40  
Aspen, CA 92001  
(617) 445-9071  
System Compatibility: IBM, S100  
Bus  
Board Types: Multifunctional, Music  
Geographic Coverage: International  
Year Established: 1983  
Number of Employees: 33

### APPLIED ANALYTICS, INC.

82 Terry Road Pl.  
Suite 202  
Upper Merion, MD 20772  
(301) 420-0780  
System Compatibility: Apple II  
Board Types: Graphics  
Enhancement, Multifunctional  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 4

### APPLE ENGINEERING

P.O. Box 758  
Camden, TX 75506  
(214) 490-2007  
System Compatibility: Apple IIe  
Board Types: Clock Calendar,  
Display Buffer, Graphics  
Enhancement, Memory Expansion,  
Multifunctional, Port Expansion, Data  
Acquisition  
Geographic Coverage: International

### APSTER, INC.

3038 Walnut Hill Lane  
Suite 336  
Dallas, TX 75220  
(214) 357-5088  
System Compatibility: IBM  
Board Types: Clock Calendar,  
Memory Expansion, Multifunctional,  
Port Expansion, Print Buffer,  
Graphics  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 40

### AST RESEARCH, INC.

2131 Allen Ave.  
Irvine, CA 92714  
(714) 863-1553  
System Compatibility: IBM PC  
Board Types: Clock Calendar,  
Graphics Enhancement, Memory  
Expansion, Multifunctional, Port  
Expansion  
Contacts:  
Head of Marketing: Tom Yuen  
Head of Sales: Thomas Stokel  
Head of Engineering: Albert Wong  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 270

### ATV RESEARCH, INC.

136 S. Broadway  
Dakota City, NE 68731  
(402) 587-3771  
System Compatibility: IBM PC,  
Alpha II, Franklin  
Board Types: Communications  
Enhancement, Multifunctional  
Contacts:  
Head of Marketing: G. C. Shabolt  
Geographic Coverage:  
Year Established: 1964

### AVATAR TECHNOLOGIES, INC.

99 South St.  
Hingham, MA 01948  
(617) 435-8872  
System Compatibility: IBM  
Board Types: Communications  
Enhancement, Multifunctional  
Contacts:  
Head of Marketing: Dr. F. D. Wiersma  
Head of Sales: Fred Savin  
Head of Engineering: Fred  
Schaffner  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 70

### ADSON CORP.

1014 Graveland Ave.  
San Francisco, CA 94340  
(415) 365-8521  
System Compatibility: IBM, Apple,  
Commodore, TI  
Board Types: Graphics  
Enhancement, Multifunctional, Port  
Expansion, Print Buffer  
Contacts:  
Head of Marketing: Paul Farmer  
Head of Sales: Pat DeToro  
Geographic Coverage: International  
Year Established: 1972  
Number of Employees: 45

### BAHR SYSTEMS, INC.

Suite 215  
2500 Blue Ridge Road  
Raleigh, NC 27607  
(919) 782-4482  
System Compatibility: IBM PC/XT,  
PC  
Board Types: Communications  
Enhancement, Multifunctional,  
Contacts:  
Head of Marketing/Sales: Anthony J.  
Rear  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 3

### B & B COMPUTER APPLICATIONS

225 Broadway  
Bryn, TX 77801  
(409) 775-6009  
System Compatibility: Compaq  
Board Types: Memory Expansion,  
Multifunctional  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 4

### CABRE CORP.

150 Cooper Court  
Los Gatos, CA 95030  
(408) 355-7005  
System Compatibility: IBM  
Board Types: Communications  
Enhancement, Multifunctional  
Contacts:  
Head of Engineering: George Blum  
Geographic Coverage: International  
Year Established: 1972  
Number of Employees: 190

### CALIFORNIA COMPUTER SYSTEMS

200 Carlsbad Dr.  
Sunnyvale, CA 94086  
(408) 734-5811  
System Compatibility: IBM PC, PC  
XT, Apple II, III, Franklin  
Board Types: Multifunctional  
Contacts:  
Head of Sales: Morris Bradford  
Head of Software: Peter Pressant  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 75

### CANADIAN COMPUTER SALES, INC.

Software Division  
221 East Decade  
Suite 110  
Scott, IL 62254  
(305) 287-5508  
System Compatibility: Apple IIe  
Contacts:  
Head of Marketing/Sales: Gregory  
Coom  
Geographic Coverage: Caribbean  
Year Established: 1983  
Number of Employees: 4

### CAVIN SYSTEMS, INC.

26 Thimble St.  
New Haven, CT 06511  
(203) 565-4079  
System Compatibility: IBM PC, DEC  
Board Types: Memory Expansion,  
Video/Graphic Controller  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 10

### CENTRAL DATA CORP.

1802 Newton Drive  
Champaign, IL 61821  
(312) 355-8010  
System Compatibility: IBM  
Board Types: Clock Calendar,  
Communications Enhancement,  
Memory Expansion, Multifunctional,  
Port Expansion  
Contacts:  
Head of Marketing: Carl D.  
Jacobson  
Head of Sales: Norman MacGregor  
Head of Software: Jeffrey Ross  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 85

### CENTRAL POINT SOFTWARE, INC.

P.O. Box 19730-20  
Portland, OR 97219  
(503) 244-0782  
System Compatibility: Apple IIe  
Board Types: Software Backup  
Geographic Coverage: International  
Year Established: 1980

### CLEVELAND COSMETICS, INC.

18001 Edgewood Dr.  
Cleveland, OH 44130  
(216) 243-1158  
System Compatibility: Hercules  
Zinn 2-18  
Board Types: Graphics  
Enhancement, Multifunctional  
Contacts:  
Head of Marketing/Sales: Miss  
Kuberg  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 17

## Board Manufacturers

### COLEY COMPUTERS

840 Independence Ave.  
Mountain View, CA 94043  
(415) 968-6410  
System Compatibility: IBM PC  
Board Types: Memory Expansion,  
Multifunctional, Port Expansion  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 5

### COLCO INDUSTRIES, INC.

999 Quaker Lane S.  
West Hartford, CT 06110  
(203) 725-0000  
System Compatibility: Custom Adm  
Board Types: Memory Expansion,  
Multifunctional  
Contacts:  
Head of Marketing: Alfred R. Kuhn  
Head of Sales: J. Brian Clarke  
Head of Software: Charles B.  
Wierwille  
Head of Engineering: Mark Youst  
Head of Customer Service: Paul C.  
Mayer

Geographic Coverage: International  
Year Established: 1932  
Number of Employees: 3,000

### COMPUTALINK, INC.

7320 21st St.  
Santa Monica, CA 90404  
(714) 828-6566  
Board Types: Communications  
Enhancement, Multifunctional  
Contacts:  
Head of Marketing: Port Anderson  
Geographic Coverage: National  
Year Established: 1978  
Number of Employees: 6

### CONGRUENT CORP.

17841 Rich  
Irvine, CA 92714  
(714) 474-1180  
System Compatibility: IBM PC  
Board Types: Graphics  
Enhancement, Multifunctional  
Contacts:  
Head of Marketing: Joseph Mehta  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 16

### CONTROL SYSTEMS, INC.

2805 Anthony Lane  
Minneapolis, MN 55418  
(612) 788-2421  
System Compatibility: IBM  
Board Types: Communications  
Enhancement, Multifunctional, Port  
Expansion  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 20

### CORE, INC.

542 S. 5th Ave.  
Doral, FL 33444  
(305) 276-3000  
System Compatibility: IBM PC  
Board Types: Communications  
Enhancement, Multifunctional  
Contacts:  
Head of Marketing: Jim Tiggins  
Head of Sales: Florence Piment  
Head of Software: Gary Smith

Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 12

### C.S.B. INC.

P.O. Box 263  
Sunnyvale, CA 91776  
(415) 443-2700  
System Compatibility: IBM  
Board Types: Graphics  
Enhancement, Multifunctional  
Contacts:  
Head of Marketing: Gary Drake  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 5

### CSL, INC.

3500 W. Bayshore Road  
Palo Alto, CA 94304-0209  
(415) 424-0700  
System Compatibility: IBM PC  
Board Types: Communications  
Enhancement, Modern,  
Multifunctional  
Contacts:  
Head of Marketing: James Ashcraft  
Head of Sales: Grant Weiss  
Head of Engineering: Charles More  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 50

### INITIAL COMMUNICATIONS

A.B.C., INC.  
303 Technology Park  
Norcross, GA 30092  
(404) 446-1405  
System Compatibility: IBM PC  
Board Types: Communications  
Enhancement, Display Buffer,  
Multifunctional  
Contacts:  
Head of Marketing: Robert Zach  
Head of Sales: James B. Lee  
Head of Engineering: John R. Papp  
Head of Customer Service: Thomas  
Pfeifer

Geographic Coverage: National  
Year Established: 1972  
Number of Employees: 300

### D & W DIGITAL

20505 Hedbrook Ave.  
Hayward, CA 94541  
(415) 887-0711  
Board Types: Multifunctional, Port  
Expansion  
Year Established: 1981  
Number of Employees: 1

### ETI MICRO

8918 Santa Court  
Oakland, CA 94668  
(415) 809-6600  
Board Types: Multifunctional, Port  
Expansion  
Contacts:  
Head of Engineering: James Good  
Geographic Coverage: National  
Year Established: 1979  
Number of Employees: 25

### EVERVIEW, INC.

1 Ashby Way  
Little Ferry, NJ 07643  
(201) 461-1200  
System Compatibility: Apple, HP  
9625

Board Types: Graphics  
Enhancement, Memory Expansion,  
Multifunctional, Spectrum Analysis  
Contacts:  
Head of Marketing: Richard Factor  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 40

### EVEREX SYSTEMS, INC.

891 Maude Ave.  
Mountain View, CA 94043  
(415) 967-1492  
System Compatibility: IBM PC  
Board Types: Clock Calendar,  
Graphics Enhancement, Memory  
Expansion, Multifunctional, Port  
Expansion  
Contacts:  
Head of Marketing: Steve Carroll  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 30

### FALCON TECHNOLOGY

6544 S. 196th St.  
Suite 1-101  
Kirkland, WA 98033  
(800) 722-2510  
System Compatibility: IBM PC  
Board Types: Clock Calendar,  
Memory Expansion, Multifunctional,  
Port Expansion  
Contacts:  
Head of Marketing: Katherine James  
Head of Sales: Ann Ford  
Geographic Coverage: National  
Year Established: 1983  
Number of Employees: 12

### FARADAY ELECTRONICS

743 Petersen  
Sunnyvale, CA 94086  
(408) 743-1900  
System Compatibility: IBM PC  
Board Types: Memory Expansion,  
Port Expansion  
Contacts:  
Head of Marketing: Ronald Mazza  
Head of Sales: Charles Devita  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 30

### FRONTIER TECHNOLOGIES

CORP.  
P.O. Box 11238  
Minneapolis, MN 55211  
(612) 954-3200  
System Compatibility: IBM PC  
Board Types: Clock Calendar,  
Communications Enhancement,  
Graphics Enhancement, Memory  
Expansion, Multifunctional, Port  
Expansion, Print Buffer  
Contacts:  
Head of Marketing: Gary Zullie  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 15

### GATHEBY MICRO SYSTEMS, INC.

5501 Capital of Texas Highway N.  
Suite 105  
P.O. Box 10986 #542  
Austin, TX 78766  
(512) 345-7771  
System Compatibility: IBM PC

Board Types: Communications  
Enhancement, Multifunctional  
Contacts:  
Head of Software: Dave Kerton  
Geographic Coverage: International

### GRAPHICS DEVELOPMENT

LABORATORIES  
2632 North St.  
Berkeley, CA 94710  
(415) 844-3551  
System Compatibility: IBM  
Board Types: Display Buffer,  
Graphics Enhancement, Memory  
Expansion, Multifunctional  
Contacts:  
Head of Sales: Emil Matignon  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 13

### HERCULES

### COMPUTER

### TECHNOLOGY

2550 North St.  
Suite 210  
Berkeley, CA 94710  
(415) 543-8000  
System Compatibility: IBM PC  
Board Types: Graphics  
Enhancement, Multifunctional, Port  
Expansion  
Contacts:  
Head of Marketing: Mary Garrison  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 30

### IRE ASSOCIATES, INC.

7 Oak Park Dr.  
Bedford, MA 01730  
(617) 275-4430  
System Compatibility: IBM PC/XT  
Board Types: Memory and  
Port Expansion, Clock Calendar,  
Communications Enhancement,  
Graphics Enhancement, Modern,  
Multifunctional  
Contacts:  
Head of Marketing: Nora Robinson  
Head of Sales: Jim Bender  
Head of Software: Nigel Walters  
Head of Engineering: David Hunter  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 25

### ILLUMINATED

### TECHNOLOGIES, INC.

P.O. Box 8334  
Channahon, IL 61018  
(815) 443-8086  
System Compatibility: IBM  
Compaq  
Board Types: Graphics  
Enhancement, Multifunctional  
Contacts:  
Head of Marketing: John Macdon  
Geographic Coverage:

### ISAGE TECHNOLOGY, INC.

5994 S. St. Paul Way  
Lehi, UT 84021  
(801) 784-2074  
System Compatibility: IBM PC  
Board Types: Clock Calendar,  
Memory Expansion, Multifunctional,  
Port Expansion

## Board Manufacturers

Geographic Coverage: National  
Year Established: 1981  
Number of Employees: 2

**SHOHO DATA SYSTEMS, INC.**  
100 E. NASA ROAD No. 1  
Suite 107  
Waltham, TX 77588  
(713) 488-8188  
System Compatibility: IBM  
Board Types: Clock Calendar;  
Memory Expansion, Port Expansion;  
Port Buffer  
Contacts:  
Head of Marketing: John Rummel  
Geographic Coverage: National  
Year Established: 1980

**INDUSTRIAL COMPUTER  
SYSTEMS, INC.**  
31211 Via Caliente  
Building 1035  
Huntington Hills, CA 91362  
(818) 889-3179  
System Compatibility: Zurich Z-100  
Board Types: Clock Calendar;  
Communications Enhancement;  
Multifunctional; Port Expansion;  
Analog I/O  
Contacts:  
Head of Marketing: David Knight  
Geographic Coverage: National

**IRFL, INC.**  
244 MB Road  
Yaphank, NY 11980  
(516) 854-6229  
System Compatibility: IBM PC  
Board Types: Clock Calendar;  
Communications Enhancement;  
Graphics Enhancement; Memory  
Expansion, Multifunctional; Port  
Expansion, Print Buffer, Winchester  
and Floppy Drive Controller  
Contacts:  
Head of Marketing/Sales: James  
Edwards  
Geographic Coverage: National  
Year Established: 1982  
Number of Employees: 5

**IO TECHNOLOGY**  
2537 Ave. Stanford  
Unit 113  
Menlo Park, CA 94035  
(805) 257-1000  
System Compatibility: Zurich Z-100  
Board Types: Clock Calendar;  
Communications Enhancement;  
Graphics Enhancement; Memory  
Expansion; Multifunctional; Port  
Expansion  
Geographic Coverage: International  
Year Established: 1985  
Number of Employees: 25

**KELLY CO.**  
1544 Redwood Dr.  
Los Altos, CA 94022  
(415) 950-1154  
System Compatibility: HP 150  
Board Types: Multifunctional  
Geographic Coverage: National  
Year Established: 1984  
Number of Employees: 5

**LAW COMPUTER**  
14552 Franklin St.  
Suite G  
Tustin, CA 92680

(714) 544-5755  
System Compatibility: IBM  
Board Types: Clock Calendar;  
Memory Expansion, Multifunctional;  
Port Expansion  
Contacts:  
Head of Marketing: Ken Webb  
Head of Sales: Jerry Carpenter  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 25

**MAGNETRON  
INTERNATIONAL CORP.**  
5551 Ironside Ave.  
Chattanooga, CA 91311  
(213) 705-1501  
System Compatibility: Compucon  
P16 Series  
Board Types: Multifunctional; Port  
Expansion  
Contacts:  
Head of Sales: Bruce Kimmel  
Head of Engineering: Michael H.  
Paley  
Geographic Coverage: International  
Year Established: 1981  
System Compatibility: 28  
Contacts:

**MAGNOLIA MICROSYSTEMS,  
INC.**  
2254 15th Ave. W.  
Seattle, WA 98119  
(206) 285-7286  
System Compatibility: Zurich  
Board Types: Memory Expansion;  
Multifunctional  
Geographic Coverage: National  
Year Established: 1978  
Number of Employees: 15

**MA SYSTEMS, INC.**  
2015 O'Neal Ave.  
San Jose, CA 95131  
(408) 543-0596  
System Compatibility: IBM PC  
Board Types: Clock Calendar;  
Graphics Enhancement; Memory  
Expansion; Multifunctional; Print  
Buffer; 80-Column Display  
Expansion  
Contacts:  
Head of Marketing: Mr. Al  
Head of Sales: Mike Cahalan  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 35

**MAYNARD ELECTRONICS**  
430 East Semoran Blvd.  
Casselberry, FL 32708  
(305) 331-6432  
System Compatibility: IBM PC  
Board Types: Clock Calendar;  
Memory Expansion, Multifunctional;  
Port Expansion, Print Buffer  
Contacts:  
Head of Marketing: Robert  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 35

**MEASUREMENT SYSTEMS AND  
CONTROL**  
976 North Lermon St.  
Orange, CA 92667  
(714) 832-4486

System Compatibility: Nontrist  
Board Types: Memory Expansion,  
Multifunctional  
Contacts:  
Head of Marketing: Debra Zaccaria  
Head of Engineering: Doug Cortin  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 10

**MYLEX CORP.**  
3017 N.W. 79th Ave.,  
Miami, FL 33166  
(800) 446-9538  
System Compatibility: IBM PC  
Board Types: Graphics  
Enhancement; Multifunctional  
Contacts:  
Head of Marketing: Tom Gosh  
Head of Engineering: Rick Morley  
Geographic Coverage: International  
Year Established: 1983  
Number of Employees: 20

**NATIONAL INSTRUMENTS**  
12108 Technology Blvd.  
Austin, TX 78727  
(512) 256-8118  
System Compatibility: IBM PC,  
PCjr, OGC Rainbow  
Board Types: Port Expansion;  
Contacts:  
Head of Marketing: Don Nelson  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 43

**NEW MEDIA GRAPHICS CORP.**  
273 Cambridge St.  
Saratoga, MA 01803  
(617) 377-8841  
System Compatibility: IBM PC, PC/  
XT  
Board Types: Display Buffer;  
Graphics Enhancement,  
Multifunctional  
Contacts:  
Head of Sales: Arthur Frank  
Geographic Coverage: National  
Year Established: 1980  
Number of Employees: 20

**OBSERVATIONAL SYSTEMS,  
INC.**  
15014 N.E. 40th Street  
Suite 201-B  
Redmond, WA 98052  
(206) 863-3404  
System Compatibility: Multibus  
Board Types: Clock Calendar;  
Multifunctional; Port Expansion  
Contacts:  
Head of Marketing: Kathleen Hahn  
Head of Engineering: Jim Gamache  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 8

**ORANGE MICRO**  
1400 N. Latham  
Anaheim, CA 92807  
(714) 776-2772  
System Compatibility: IBM PC  
Board Types: Clock Calendar;  
Memory Expansion; Multifunctional;  
Port Expansion, Print Buffer  
Contacts:  
Head of Marketing: Carl Siegel  
Head of Software: Alan Butten

Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 80

**PARALLAX GRAPHICS**  
1265 E. Duane Ave.  
Sunnyvale, CA 94086  
(408) 722-1802  
System Compatibility: Intel Multibus  
Board Types: Graphics  
Enhancement, Multifunctional  
Contacts:  
Head of Marketing: Mike Strozzer  
Geographic Coverage: International  
Year Established: 1983

**PATHEWAY DESIGN, INC.**  
177 Worcester St.  
Woburn, MA 02181  
(617) 227-7725  
System Compatibility: IBM PC  
Board Types: Communications  
Enhancement, Multifunctional  
Contacts:  
Head of Marketing: Robert Bruggi  
Head of Sales: Thomas Chan  
Geographic Coverage: International  
Year Established: 1983  
Number of Employees: 23

**PC COMPONENTS, INC.**  
1518 Welsh Road #6  
Philadelphia, PA 19115  
(215) 934-8980  
System Compatibility: IBM PC  
Board Types: Graphics  
Enhancement, Multifunctional

**PC PRODUCTS**  
Division of Pertronics  
1755 McCarthy Blvd.  
Milpitas, CA 95035  
(408) 945-8711  
System Compatibility: IBM PC  
Board Types: Graphics  
Enhancement, Multifunctional; Port  
Expansion  
Contacts:  
Head of Marketing: Lynn Harris  
Geographic Coverage: International  
Year Established: 1983  
Number of Employees: 12

**PC TECHNOLOGIES, INC.**  
74 Airport Blvd.  
Suite 5  
Ann Arbor, MI 48104  
(313) 966-9880  
System Compatibility: IBM PC/XT  
Board Types: Memory Expansion;  
Port Expansion  
Contacts:  
Head of Marketing: Acqualetta  
Pierce  
Head of Sales: Cylla L. Kioke  
Head of Hardware: Richard Barton  
Head of Software: David Gargis  
Geographic Coverage: National  
Year Established: 1983  
Number of Employees: 27

**PC TRAIL, INC.**  
4883 Taring Dr.  
San Jose, CA 95136  
(408) 912-8038  
System Compatibility: IBM, Apple  
Board Types: Clock Calendar;  
Memory Expansion; Multifunctional;  
Port Expansion

## Board Manufacturers

Year Established: 1983

**PROCOM, INC.**  
2114 Ringwood  
San Jose, CA 95131  
(408) 545-8000  
System Compatibility: Alpha Micro  
100  
Board Types: Multifunctional, Port  
Expansion, Print Buffer  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 20

**PROFIT SYSTEMS, INC.**  
30150 Telegraph Road  
Birmingham, AL 35205  
(205) 847-8200  
System Compatibility: IBM PC,  
Board Types: Clock Calendar,  
Graphics Enhancement, Memory  
Expansion, Multifunctional, Port  
Expansion  
Contacts:  
Head of Marketing: Norman  
Johnson  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 25

**PROTECO, COMPUTERS, INC.**  
8150 Carnegie Ave.  
Suite 105  
Woodland Hills, CA 91367  
(818) 716-5500  
System Compatibility: IBM PC  
Board Types: Communications  
Enhancement, Graphics  
Enhancement, Multifunctional  
Contacts:  
Head of Marketing: Addison Woods  
Head of Sales: Steve Marks  
Head of Engineering: Thomas  
Jefferson  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 10

**PSYSTEM**  
16002 Von Karman  
Ave., CA 92714  
(714) 883-0861  
Board Types: Graphics  
Enhancement, Multifunctional  
Contacts:  
Head of Marketing: Jack Kaur  
Geographic Coverage: National  
Year Established: 1980  
Number of Employees: 25

**RODAS, INC.**  
3 Quince Dr.  
Methuen, NJ 08840  
(201) 548-2125  
System Compatibility: IBM PC  
Board Types: Clock Calendar,  
Memory Expansion, Modem,  
Multifunctional, Port Expansion  
Contacts:  
Head of Marketing/Sales: Mike Chait  
Head of Engineering: Howard Levy

**Geographic Coverage: National**  
Year Established: 1979  
**SG ELECTRONICS, INC.**  
5384 Hollister Ave.  
Santa Barbara, CA 93111  
(805) 564-0700  
System Compatibility: Apple II  
Board Types: Data Acquisition  
Controller  
Head of Sales: Chao-Sun Peng  
Year Established: 1981  
Number of Employees: 12

**SEATTLE COMPUTER  
PRODUCTS**  
1114 Industry Dr.  
Seattle, WA 98108  
(206) 375-1830  
System Compatibility: IBM  
Board Types: Clock Calendar,  
Memory Expansion, Multifunctional,  
Port Expansion  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 20

**STANDARD MICROSYSTEMS  
CORP.**  
36 Menlo Blvd.  
Hauppauge, NY 11788  
(516) 627-3100  
System Compatibility: IBM PC,  
Zarch 2-100  
Board Types: Communications  
Enhancement, Memory Expansion,  
Multifunctional, Port Expansion,  
Speech Synthesis  
Contacts:  
Head of Marketing: Martin Kallal  
Head of Sales: Jean Pierre Chabrier  
Head of Engineering: Leonard  
Novers

**STS SYSTEMS, INC.**  
801 N. Garfield  
Suite 125  
Richardson, TX 75081  
(214) 234-0700  
System Compatibility: IBM PC  
Board Types: Clock Calendar,  
Communications Enhancement,  
Graphics Enhancement, Memory  
Expansion, Multifunctional, Port  
Expansion, Print Buffer  
Contacts:  
Head of Sales: Kenneth Meach  
Head of Software: Shannon  
Maurity  
Head of Engineering: Dean Ballinger  
Head of Customer Service: Mark  
Sera  
Year Established: 1981

**STELLATION TWO, INC.**  
Lobos Bldg.  
P.O. Box 2342  
Santa Barbara, CA 93120  
(805) 966-1140  
System Compatibility: Apple II  
Board Types: Multifunctional

**CONTACT:**  
Head of Marketing: Richard Slick  
Geographic Coverage: National  
Year Established: 1980  
Number of Employees: 7

**STRATHEARTY TREE  
COMPUTERS**  
948 Cascade Dr.  
Sunnyvale, CA 94087  
(408) 736-3083  
System Compatibility: IBM PC, PC  
XT, Apple II  
Board Types: Multifunctional  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 5

**STREET ELECTRONICS**  
1140 Mark Ave.  
Cupertino, CA 95013  
(805) 864-4563  
System Compatibility: Apple II  
Board Types: Graphics  
Enhancement, Memory Expansion,  
Multifunctional  
Contacts:

Head of Marketing: Will Adler  
Head of Sales: Andrew Chang  
Head of Software: M. Kory  
Head of Engineering: Doree Street  
Head of Customer Service: J. Adler  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 14

**TELEPRINT, INC.**  
220 Reservoir St.  
Newburgh Heights, MA 02194  
(617) 449-5808  
System Compatibility: Apple II  
Board Types: Graphics  
Enhancement, Multifunctional  
Contacts:

Head of Marketing: Al Robison  
Head of Software: Ken Steiner  
Head of Engineering: Joel Novak  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 15

**TTTAN TECHNOLOGIES**  
210 West Ann Street  
Ann Arbor, MI 48104  
(313) 862-8642  
System Compatibility: IBM PC/XT,  
Apple, Epson QX-10  
Board Types: Clock Calendar,  
Communications Enhancement,  
Memory Expansion, Multifunctional,  
Port Expansion, Print Buffer  
Contacts:

Head of Marketing: Randy Ladage  
Geographic Coverage: International  
Year Established: 1981

**UNIONWAY**  
1037 N. Fair Oaks Ave.  
Sunnyvale, CA 94086  
(408) 745-0180  
System Compatibility: Vector 5000

**Board Types: Clock Calendar**  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 30

**UNIVATION, INC.**  
1037 N. Fair Oaks Ave.  
Sunnyvale, CA 94086  
(408) 745-0180  
System Compatibility: IBM PC, DEC  
Parsco  
Board Types: Memory Expansion,  
Multifunctional  
Contacts:  
Head of Sales: Mark Karantides  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 18

**VYNNET CORP.**  
2607 S. Winchester Blvd.  
Cerritos, CA 90608  
(408) 370-0555  
System Compatibility: IBM PC,  
Apple II  
Board Types: Multifunctional,  
Speech Synthesis  
Geographic Coverage: National  
Number of Employees: 30

**WESTERN TELECOMPUTING  
CORP.**  
203 E. Kapp Blvd.  
Scarsdale, NY 10515  
(914) 586-1511  
System Compatibility: IBM  
Board Types: Multifunctional,  
Arating Digital Data  
Contacts:  
Head of Marketing: Bob Johnson  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 10

**WHEATMASTER, INC.**  
5833 Research Park Dr.  
Ann Arbor, MI 48104  
(313) 982-2000  
System Compatibility: IBM  
Board Types: Communications  
Enhancement, Multifunctional, Port  
Expansion  
Contacts:  
Head of Marketing: Bert Castreone  
Head of Software: Donald Redding  
Head of Engineering: Tom Lach  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 30

**WINTER CORP.**  
455 White Pine Dr.  
East Lake City, UT 84125  
(801) 263-3625  
System Compatibility: IBM PC  
Board Types: Memory Expansion,  
Multifunctional, Port Expansion  
Contacts:  
Head of Marketing: Jay W. DeGraft  
Number of Employees: 5

DISK DRIVES

## Disk Drive Index

### Index to Disk Drives by Technology

The index to disk drives has been divided according to the technology on which the drive is based — floppy or rigid. Winchester disk drives are sealed units that contain high-density rigid disks and floating read/write heads. Within each category, the products have been arranged in alphabetical order by vendor. Each listing in the index contains information on the vendor, drive name, storage capacity and whether the capacity is formatted or unformatted, disk diameter, price with or without controller and the page number on which the complete product listing can be found.

The disk drive product listings have been sorted into sections by drive technology type and, within each section, the products have been broken down according to the capacity range of the disks that run on the drive. Floppy disk drives have been subdivided according to the following ranges: over 550M bytes, 1M to 3M bytes, 101M to 200M bytes and under 100M bytes. Drives employing rigid disk drives have been subdivided starting with those drives that have over 700M bytes of storage, followed by the 201M-700M byte capacity range, the 101M- to 200M-byte range, the 20M- to the 100M-byte range and the under 20M-byte range.

### Floppy Disk Drives

VENDOR	MODEL	CAPACITY	DIAMETER	PRICE	PAGE
Aerocomp, Inc.	80 TRACK DS	500K bytes, form.	5 1/4 in.	\$279 w/o controller	C-28
	40 TR. DS COMPLETE	250K bytes, form.	5 1/4 in.	\$279 w/o controller	C-28
	80 TRACK FLUPPY	250K bytes, form.	5 1/4 in.	\$238 w/o controller	C-28
	80 TR. SS COMPLETE	250K bytes, form.	5 1/4 in.	\$299 w/o controller	C-28
	40 TRACK SS FLUPPY	125K bytes, uniform.	5 1/4 in.	\$238 w/o controller	C-28
	40 TR. SS COMPLETE	125K bytes, uniform.	5 1/4 in.	\$199 w/o controller	C-28
Algal Technology, Inc.	FDD-812	300K bytes, form.	5 1/4 in.	\$130 w/o controller	C-17
ALS Corp.	FD950	1.2M bytes, form.	8 in.	\$1,875 w/o controller	C-17
	FD985	3M bytes, uniform.	8 in.	\$1,450 w/o controller	C-23
Amdek	AMDEK II	500K bytes, uniform.	3 1/4 in.	\$488 w/o controller	C-28
	AMDEK V	500K bytes, uniform.	5 1/4 in.	\$138 w/o controller	C-28
	AMDEK I	143K bytes, form.	3 1/4 in.	\$299 w/o controller	C-28
American Micro Corp.	HATE11	256K bytes, uniform.	5 1/4 in.	\$529 w/o controller	C-17
Analysis Corp.	1885	3.2M bytes, uniform.	5 1/4 in.	\$599 w/o controller	C-17
	1880	3M bytes, uniform.	5 1/4 in.	\$595 w/o controller	C-17
Analys & Digital Peripherals	E-2-DISC 4	2M bytes, form.	5 1/4 in.	\$1,100 w/o controller	C-17
	E-2-DISC 3	1M bytes, form.	5 1/4 in.	\$1,050 w/o controller	C-23
	E-2-DISC 2	500K bytes, form.	5 1/4 in.	\$950 w/o controller	C-23
	E-2-DISC 1	250K bytes, form.	5 1/4 in.	\$850 w/o controller	C-23
Apple Computer, Inc.	DISK II	140K bytes, form.	5 1/4 in.	N/A	C-29
	DISK II	140K bytes, form.	5 1/4 in.	N/A	C-29
Atari, Inc.	1090	80K bytes, form.	5 1/4 in.	\$450 w/o controller	C-17
Baring Industries, Inc.	SEPRING 233X	30.0M bytes, form.	8 in.	\$2,840 w/o controller	C-17
	SEPRING 2860	2.4M bytes, form.	8 in.	\$4,990 w/o controller	C-17
	SEPRING 3800	1.2M bytes, form.	8 in.	\$3,790 w/o controller	C-17
Caldwell, Inc.	143 M	1.0M bytes, uniform.	8 in.	\$810 w/o controller	C-28
	142 M	800K bytes, uniform.	8 in.	\$580 w/o controller	C-28
	143 M1	800K bytes, uniform.	8 in.	\$510 w/o controller	C-28
	142 D	800K bytes, uniform.	8 in.	\$495 w/o controller	C-18
Canon U.S.A., Inc.	MD0 425	2M bytes, uniform.	5 1/4 in.	\$207 w/o controller	C-18
	MD0 321	1M bytes, uniform.	5 1/4 in.	\$213 w/o controller	C-18
Central Data Corp.	CD100	1M bytes, form.	8 in.	\$2,800 w/o controller	C-18
CGRS International, Inc.	877-2	1M bytes, form.	8 in.	\$1,695 w/o controller	C-18
	CB77-2	1M bytes, form.	8 in.	\$1,695 w/o controller	C-23
	345-2	800K bytes, form.	5 1/4 in.	\$695 w/o controller	C-24
	345-2	800K bytes, form.	5 1/4 in.	\$695 w/o controller	C-24
	877-1	\$1.0M bytes, form.	8 in.	\$1,695 w/o controller	C-24
	CB77-1	\$1.0M bytes, form.	8 in.	\$1,695 w/o controller	C-24
	345-1	256K bytes, form.	5 1/4 in.	\$395 w/o controller	C-24
	345-1	256K bytes, form.	5 1/4 in.	\$395 w/o controller	C-24
G. Rick Electronics	YD-380-1714	1.0M bytes, form.	5 1/4 in.	N/A	C-18
	YD-3807	1.0M bytes, uniform.	5 1/4 in.	\$238 w/o controller	C-18
	YD-840/845	1M bytes, uniform.	5 1/4 in.	N/A	C-18

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<b>C. Risk Electronics</b>	YD-420/525	500K bytes, uniform	3 1/2 in.	N/A	C-24
<b>Coleco Industries, Inc.</b>	ADAM DSKR DRIVE	160K bytes, form	5 1/4 in.	\$250 w/o controller	C-24
<b>Cumant Corp.</b>	MF8205	2M bytes, form	8 in.	\$2,430 w/o controller	C-19
	MF8205S	1M bytes, uniform	8 in.	\$2,285 w/o controller	C-19
	MF8205S	1M bytes, uniform	8 in.	\$2,285 w/o controller	C-19
<b>Commodore Business Machines</b>	C1541	170K bytes, form	5 1/4 in.	\$234 w/o controller	C-19
<b>Compaq</b>	FLOPPY DISK SUBSYSTEM	2 Mbytes, form	8 in.	\$599 w/o controller	C-24
<b>Conner International</b>	2004DRIVE CR-1002	160K bytes, form	5 1/4 in.	\$1,495 w/o controller	C-19
<b>Control Data Corp.</b>	CDC 1405T	1 Mbytes, uniform	5 1/4 in.	\$263 w/o controller	C-19
	CDC 1425	1M bytes, uniform	5 1/4 in.	N/A	C-19
	CDC 1404B	800K bytes, uniform	8 in.	N/A	C-19
	CDC 1420	800K bytes, uniform	5 1/4 in.	N/A	C-24
	CDC 1425	500K bytes, uniform	5 1/4 in.	\$150 w/o controller	C-24
	CDC 1408	250K bytes, uniform	5 1/4 in.	\$160 w/o controller	C-24
	DOF	300K bytes, form	5 1/4 in.	\$1,295 w/o controller	C-24
<b>Cranshaw, Inc.</b>	DATA MAX DFD-1	770K bytes, form	5 1/4 in.	\$1,685 w/o controller	C-22
<b>Datamax</b>	K204K 3.5	3M bytes, uniform	5 1/4 in.	\$445 w/o controller	C-19
<b>Data Technology Corp.</b>	6440	960K bytes, form	5 1/4 in.	N/A	C-22
<b>Disphane Corp.</b>	6430	257K bytes, form	5 1/4 in.	N/A	C-22
<b>Digital Equipment Corp.</b>	DEC RX50	800K bytes, uniform	5 1/4 in.	\$885 w/o controller	C-22
<b>Drives, Inc.</b>	TWO-DRIVE SUBSYSTEM	2M bytes, uniform	5 1/4 in.	\$279 w/o controller	C-19
	FULL-HEIGHT DRIVE	1M bytes, uniform	5 1/4 in.	\$265 w/o controller	C-19
	HALF-HEIGHT DRIVE	1M bytes, uniform	5 1/4 in.	\$270 w/o controller	C-19
	FLOPPY DISK SUBSYSTEM	1M bytes, uniform	8 in.	\$375 w/o controller	C-19
<b>Driveton, Inc.</b>	SUPER MINI FLOPPY 320	2.7M bytes, form	5 1/4 in.	\$455 w/o controller	C-19
<b>Essex Research, Inc.</b>	TEMA DRIVE 14B	2M bytes, form	5 1/4 in.	\$1,495 w/o controller	C-19
<b>Exxon America, Inc.</b>	PORTABLE DISK DRIVE	300K bytes, uniform	3 1/2 in.	\$599 w/o controller	C-24
<b>Falcon Technology</b>	JR EXTENDER	300K bytes, form	5 1/4 in.	\$245 w/o controller	C-24
<b>Farmat Corp.</b>	48 DS HALF-HEIGHT	5M bytes, form	5 1/4 in.	\$102 w/o controller	C-17
	96 DS HALF-HEIGHT	1M bytes, form	5 1/4 in.	\$245 w/o controller	C-19
	48 SS HALF-HEIGHT	140K bytes, form	5 1/4 in.	\$275 w/o controller	C-19
	96 SS HALF-HEIGHT	300K bytes, uniform	5 1/4 in.	\$185 w/o controller	C-24
<b>Fourth Dimension Systems</b>	S211-S	200K bytes, uniform	5 1/4 in.	\$235 w/o controller	C-24
	FDS-40A	200K bytes, uniform	5 1/4 in.	\$205 w/o controller	C-24
	FDS-40WC	160K bytes, uniform	5 1/4 in.	\$200 w/o controller	C-24
<b>Franklin Computer Corp.</b>	FDS-42 80WC	160K bytes, uniform	5 1/4 in.	\$280 w/o controller	C-24
<b>Groce Systems</b>	ACE 10	140K bytes, form	5 1/4 in.	\$399 w/o controller	C-24
	FDS-200 MINIFLE	2.7M bytes, form	5 1/4 in.	\$3,000 w/o controller	C-19
	DU-50	1 Mbytes, form	5 1/4 in.	\$1,700 w/o controller	C-19
<b>Health Co.</b>	FDS-800 MINIFLE	250K bytes, form	8 in.	\$3,500 w/o controller	C-25
	Z207-42	12 Mbytes, uniform	8 in.	\$2,200 w/o controller	C-19
	Z207-41	1.2M bytes, form	8 in.	\$1,599 w/o controller	C-19
<b>Hewlett-Packard Co.</b>	9855A (DUAL)	7.1M bytes, form	8 in.	\$5,915 w/o controller	C-17
	9121D (DUAL)	540K bytes, form	3 1/2 in.	\$4,580 w/o controller	C-19
	90501M (DUAL)	540K bytes, form	5 1/4 in.	\$5,230 w/o controller	C-22
	9121S (SINGLE)	270K bytes, form	3 1/2 in.	\$1,200 w/o controller	C-25
	9130A	270K bytes, form	5 1/4 in.	\$860 w/o controller	C-25
	82960M (SINGLE)	270K bytes, form	5 1/4 in.	\$1,520 w/o controller	C-25
<b>Hi-Tech Peripherals Corp.</b>	586-18	1 Mbytes, uniform	5 1/4 in.	\$225 w/o controller	C-19
	586-50	1 Mbytes, form	5 1/4 in.	\$195 w/o controller	C-19
	586-20	1M bytes, uniform	5 1/4 in.	\$199 w/o controller	C-19
	586-30	1M bytes, uniform	5 1/4 in.	\$200 w/o controller	C-19
	548-25	512K bytes, uniform	5 1/4 in.	\$175 w/o controller	C-19
	548A	256K bytes, uniform	5 1/4 in.	\$150 w/o controller	C-25
<b>Honeywell, Inc.</b>	2M1 8608	1M bytes, form	8 in.	\$1,700 w/o controller	C-19
<b>IBM</b>	4865	1.2M bytes, form	8 in.	\$5,635 w/o controller	C-19
	PC-UP DISKETTE DRIVE	300K bytes, form	5 1/4 in.	\$465 w/o controller	C-19
	320WS	320K bytes, form	5 1/4 in.	\$630 w/o controller	C-25
<b>Info, Inc.</b>	INFLD DISK INTERCHANGE UNIT	3.2M bytes, uniform	8 in.	\$2,300 w/o controller	C-17
<b>Intelsat</b>	FD8085	1M bytes, uniform	8 in.	\$2,482 w/o controller	C-19
<b>Interwinds Corp.</b>	INNOVATIONS MODEL 410	512K bytes, form	8 in.	\$700 w/o controller	C-25
<b>Intell Corp.</b>	INSTR-DISK	2.5M bytes, form	8 in.	\$3,500 w/o controller	C-19
	INSTR-80	2.5M bytes, form	8 in.	\$3,500 w/o controller	C-19
<b>Labo Systems, Inc.</b>	5202	2.4M bytes, form	8 in.	\$1,825 w/o controller	C-19
	6052	1.2M bytes, form	8 in.	\$1,625 w/o controller	C-19
<b>Metropolis Corp.</b>	1115-IV	9 Mbytes, uniform	5 1/4 in.	\$245 w/o controller	C-17
	1117-M	2M bytes, uniform	5 1/4 in.	\$300 w/o controller	C-25
	1115-M	1M bytes, uniform	5 1/4 in.	\$240 w/o controller	C-19
	1115-V	500K bytes, uniform	5 1/4 in.	\$195 w/o controller	C-25
	1115-N	480K bytes, uniform	5 1/4 in.	\$195 w/o controller	C-25
<b>Micro-Sol</b>	A-143	572K bytes, form	5 1/4 in.	\$639 w/o controller	C-22
	PRO-140	572K bytes, form	5 1/4 in.	\$639 w/o controller	C-22
	A-73	208K bytes, form	5 1/4 in.	\$509 w/o controller	C-25
	PRO-70	208K bytes, form	5 1/4 in.	\$529 w/o controller	C-25



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Micro-Bel	A-70	250K bytes, form	5 1/4 in	\$579 w/o controller	C-28
	A-82	230K bytes, form	5 1/4 in	\$568 w/o controller	C-28
	A-90	164K bytes, form	5 1/4 in	\$375 w/o controller	C-28
	P102-42	164K bytes, form	5 1/4 in	\$299 w/o controller	C-28
Midwest Scientific Instruments	A-3	143K bytes, form	5 1/4 in	\$345 w/o controller	C-28
	A-3	143K bytes, form	5 1/4 in	\$375 w/o controller	C-28
	FD-8	254K bytes, uniform	8 in	\$2,000 w/o controller	C-28
	JA-55-2	500K bytes, uniform	5 1/4 in	\$209 w/o controller	C-28
Mitsubishi Corp.	M4845	2M bytes, uniform	5 1/4 in	\$330 w/o controller	C-28
	M4845-43	1.6M bytes, uniform	8 in	\$430 w/o controller	C-28
	M4845-43	1.6M bytes, uniform	8 in	\$450 w/o controller	C-28
	M4845-43	1.6M bytes, uniform	5 1/4 in	\$300 w/o controller	C-28
Mitsubishi Electronics America	M4845	1M bytes, uniform	5 1/4 in	\$260 w/o controller	C-28
	M4845	1M bytes, uniform	5 1/4 in	\$260 w/o controller	C-28
	M4845	1M bytes, uniform	5 1/4 in	\$260 w/o controller	C-28
	M4845	1M bytes, uniform	5 1/4 in	\$260 w/o controller	C-28
MPI	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M4851	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
NPI	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
Mytek, Inc.	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
NEC Information Systems	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
Nesal Range America, Ltd.	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
Parsons Data Corp.	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
Parsons, Inc.	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
Personal Micro Computers, Inc.	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
Phillips Peripherals, Inc.	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
Quintel	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
Quantum Research, Inc.	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
Rane Corp.	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
R-S-B Designs, Inc.	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
Shugart Corp.	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
Sony Communications Products	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28
	M251	500K bytes, uniform	5 1/4 in	\$340 w/o controller	C-28

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Sony Communications Products	QA-033V	500K bytes, uniform	5 1/4 in.	\$250 w/o controller	C-87
	QA-031V	437K bytes, uniform	3 1/2 in.	\$250 w/o controller	C-87
	SM-701A	280K bytes, form.	3 1/2 in.	\$450 w/o controller	C-87
	SM-701A	260K bytes, form.	3 1/2 in.	\$450 w/o controller	C-87
Standard Data Corp.	SDC 30	204K bytes, form.	5 1/4 in.	N/A	C-17
	MICRO-SC-A143	572K bytes, form.	5 1/4 in.	\$850 w/o controller	C-88
	MICRO-SC-A73	296K bytes, form.	5 1/4 in.	\$520 w/o controller	C-88
	MICRO-SC-A2	143K bytes, form.	5 1/4 in.	\$345 w/o controller	C-87
Standard Controls, Inc.	MICRO-SC-A3	143K bytes, form.	5 1/4 in.	\$375 w/o controller	C-87
	MICRO-SC-XL	143K bytes, form.	5 1/4 in.	\$345 w/o controller	C-88
	SD303	154K bytes, form.	5 1/4 in.	\$2,495 w/o controller	C-17
	SD303	154K bytes, form.	5 1/4 in.	\$2,495 w/o controller	C-17
Storac Corp.	TC 1000	1.0M bytes, form.	3 1/2 in.	\$295 w/o controller	C-28
	TC 500	500K bytes, uniform	3 1/2 in.	\$225 w/o controller	C-28
	TM448-2	1.8M bytes, uniform	8 in.	N/A	C-21
	TM65	1M bytes, uniform	5 1/4 in.	N/A	C-21
Tandon Corp.	TM100-4	1M bytes, uniform	5 1/4 in.	N/A	C-21
	TM101-4	1M bytes, uniform	5 1/4 in.	N/A	C-21
	TM65	275K bytes, form.	3 1/2 in.	N/A	C-23
	TM445-1	800K bytes, uniform	8 in.	N/A	C-23
Teller Corp.	TI100-2	500K bytes, uniform	5 1/4 in.	N/A	C-29
	TI100-2	500K bytes, uniform	5 1/4 in.	N/A	C-29
	TI100-3	500K bytes, uniform	5 1/4 in.	N/A	C-29
	TI100-1	500K bytes, uniform	5 1/4 in.	N/A	C-29
Tandy Corp.	TD5-80 2611-64	1.8M bytes, form.	5 1/4 in.	\$440 w/o controller	C-29
	FD55-G	1.8M bytes, uniform	5 1/4 in.	\$300 w/o controller	C-21
	FD55-F	1M bytes, uniform	5 1/4 in.	\$290 w/o controller	C-21
	FD55-F	500K bytes, uniform	3 1/4 in.	\$150 w/o controller	C-29
TEAC Corp. of America	FD55-B	500K bytes, uniform	5 1/4 in.	\$230 w/o controller	C-29
	FD55-E	500K bytes, uniform	5 1/4 in.	\$230 w/o controller	C-29
	FD55-A	250K bytes, uniform	5 1/4 in.	\$230 w/o controller	C-29
	FD55-A	207K bytes, uniform	5 1/4 in.	\$1,585 w/o controller	C-29
Techtron Industries, Inc.	880X	207K bytes, uniform	5 1/4 in.	\$1,585 w/o controller	C-29
	881	207K bytes, uniform	5 1/4 in.	\$1,585 w/o controller	C-29
	980 PC	350K bytes, uniform	5 1/4 in.	N/A	C-29
	980	200K bytes, uniform	5 1/4 in.	\$1,445 w/o controller	C-29
Terminator, Inc.	FLOPPY 5 1/8 SUBSYSTEM	5M bytes, form.	8 in.	\$1,895 w/o controller	C-17
	SYSTEM 2000/10	125K bytes, form.	5 1/4 in.	\$895 w/o controller	C-29
	PC-2	720K bytes, uniform	5 1/4 in.	\$390 w/o controller	C-23
	AT-04	512K bytes, form.	5 1/4 in.	\$648 w/o controller	C-29
Triton Microcomputer Corp.	AT-02	512K bytes, form.	5 1/4 in.	\$499 w/o controller	C-29
	AT-02 DOUBLE DENSITY	500K bytes, form.	5 1/4 in.	\$499 w/o controller	C-29
	PC-1	330K bytes, uniform	5 1/4 in.	\$299 w/o controller	C-30
	Z-1	330K bytes, uniform	5 1/4 in.	\$299 w/o controller	C-30
VR Data Corp.	Z-2	330K bytes, uniform	5 1/4 in.	\$429 w/o controller	C-30
	AT-31	256K bytes, form.	5 1/4 in.	\$248 w/o controller	C-29
	PL-2	160K bytes, form.	5 1/4 in.	\$239 w/o controller	C-30
	PL-3	160K bytes, form.	5 1/4 in.	\$263 w/o controller	C-30
Western Telematic, Inc.	PL-1	143K bytes, form.	5 1/4 in.	\$299 w/o controller	C-30
	AT-1	88K bytes, form.	5 1/4 in.	\$430 w/o controller	C-30
	TANDEM 100-1	1.0M bytes, form.	5 1/4 in.	\$250 w/o controller	C-21
	TANDEM 100-2	200K bytes, form.	5 1/4 in.	\$350 w/o controller	C-30
World Storage Technology	MINI MATE-8-816K	816K bytes, form.	5 1/4 in.	\$1,395 w/o controller	C-23
	MINI MATE-8-408K	408K bytes, form.	5 1/4 in.	\$1,095 w/o controller	C-30
	DATA MATE-8-328K	328K bytes, form.	5 1/4 in.	\$2,185 w/o controller	C-30
	MINI MATE-8-204K	204K bytes, form.	5 1/4 in.	\$1,475 w/o controller	C-30
Zusath Data Systems	DATA MATE-8-164K	164K bytes, form.	5 1/4 in.	\$1,395 w/o controller	C-30
	FD0211-5	1M bytes, uniform	5 1/4 in.	\$330 w/o controller	C-21
	FD0223-5	1M bytes, uniform	5 1/4 in.	\$330 w/o controller	C-21
	FD0119-5	500K bytes, uniform	5 1/4 in.	\$240 w/o controller	C-30
Zusath Data Systems	FD0121-5	500K bytes, uniform	5 1/4 in.	\$240 w/o controller	C-30
	FD0121-6	500K bytes, uniform	5 1/4 in.	\$240 w/o controller	C-30
	FD0121-5	500K bytes, uniform	5 1/4 in.	\$240 w/o controller	C-30
	FD0150-5	256K bytes, uniform	5 1/4 in.	\$200 w/o controller	C-30
Zusath Data Systems	FD0111-5	200K bytes, uniform	5 1/4 in.	\$200 w/o controller	C-30
	ZENTH 2-207-41	1.3M bytes, uniform	8 in.	\$1,590 w/o controller	C-23
	ZENTH 2-207-42	1.3M bytes, uniform	8 in.	\$2,295 w/o controller	C-23

## Rigid (Winchester) Disk Drives

MANUFACTURER	MODEL	CAPACITY	DIAMETER	PRICE	PAGE
Alley Computer Products, Inc.	PC-STOR-170	170M bytes, form.	5 1/4 in.	\$8,195 w/o controller	C-31
	PC-STOR-104	104M bytes, form.	5 1/4 in.	\$4,595 w/o controller	C-31
	PC-STOR-86	85M bytes, form.	5 1/4 in.	\$7,795 w/o controller	C-31
	PC-STOR-52	52M bytes, form.	5 1/4 in.	\$5,995 w/o controller	C-31
	PC-STOR-40	40M bytes, form.	5 1/4 in.	N/A	C-31
	PC-STOR-20	20M bytes, form.	5 1/4 in.	\$4,195 w/o controller	C-31

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Amecsys, Inc.	COMMANCHE 8160	165M bytes, uniform	8 in.	\$1,500 w/o controller	C-31
Amper Corp.	PYXIS 27	26 MB bytes, uniform	5 1/4 in.	\$1,435 w/o controller	C-37
	PYXIS 20	25M bytes, uniform	5 1/4 in.	\$1,285 w/o controller	C-37
	PYXIS 13	13.5M bytes, uniform	5 1/4 in.	\$1,110 w/o controller	C-34
	PYXIS 7	6.7M bytes, uniform	5 1/4 in.	\$950 w/o controller	C-34
Apparel, Inc.	16 MB IBM HARD DISK	15.5M bytes, form	5 1/4 in.	\$2,285 w/o controller	C-44
	10 MB IBM HARD DISK	10M bytes, form	5 1/4 in.	\$1,685 w/o controller	C-44
Apple Computer, Inc.	10 MB RADIO SHACK HARD DISK	10M bytes, form	5 1/4 in.	\$1,735 w/o controller	C-44
	PROFILE	5M bytes, form	5 1/4 in.	\$2,195 w/o controller	C-44
Atari Corp.	3365	65.5M bytes, uniform	5 1/4 in.	\$2,500 w/o controller	C-31
	3346	46.3M bytes, uniform	5 1/4 in.	\$2,100 w/o controller	C-31
	3333	33M bytes, uniform	5 1/4 in.	\$1,950 w/o controller	C-37
Altoson Technology, Inc.	AE95 50	50M bytes, uniform	5 1/4 in.	\$1,300 w/o controller	C-31
Boring Industries, Inc.	BERING 3014	30.0M bytes, form	5 1/4 in.	\$2,540 w/o controller	C-37
	BERING 3014	30.0M bytes, form	5 1/4 in.	\$2,550 w/o controller	C-37
	BERING 303X	30.0M bytes, form	5 1/4 in.	\$4,280 w/o controller	C-37
Callan Data Systems, Inc.	PERIPHERAL EXPANSION MODULE	370M bytes, form	16 1/2 in.	\$24,950 w/o controller	C-31
Comco Electronics, Inc.	SERIES 1000 PLAMA	40M bytes, form	8 in.	\$6,955 w/o controller	C-37
	2020	20M bytes, form	5 1/4 in.	\$2,285 w/o controller	C-37
	2015	15M bytes, form	5 1/4 in.	\$2,285 w/o controller	C-37
	2010	10M bytes, form	5 1/4 in.	\$2,285 w/o controller	C-37
Condit Technology, Inc.	40M bytes, uniform	40M bytes, uniform	5 1/4 in.	\$2,300 w/o controller	C-37
Control Data Corp.	C3007	70M bytes, uniform	8 in.	\$8,500 w/o controller	C-31
	D3006	60M bytes, form	8 in.	\$7,355 w/o controller	C-31
	D4004	40M bytes, form	8 in.	\$10,800 w/o controller	C-31
	D3004	30M bytes, form	8 in.	\$7,900 w/o controller	C-37
	D4003	40M bytes, form	5 1/4 in.	\$9,300 w/o controller	C-37
	D3003	30M bytes, form	8 in.	\$7,200 w/o controller	C-37
	D4001	40M bytes, form	8 in.	\$8,050 w/o controller	C-37
	D3001	30M bytes, form	8 in.	\$4,300 w/o controller	C-37
Cony Data Systems, Inc.	C3075	60M bytes, uniform	8 in.	\$4,525 w/o controller	C-37
CDC International	TARMA 8	8M bytes, form	5 1/4 in.	\$2,245 w/o controller	C-31
	TARMA 16	16M bytes, form	5 1/4 in.	\$2,245 w/o controller	C-31
	TARMA 1	3.1M bytes, form	5 1/4 in.	\$1,795 w/o controller	C-37
Copha Systems	C3012	10M bytes, form	5 1/4 in.	\$300 w/o controller	C-37
	C2006	5M bytes, form	5 1/4 in.	\$300 w/o controller	C-37
Compuquip	H40 HARD DISK SUBSYSTEM	31.1M bytes, uniform	5 1/4 in.	\$3,995 w/o controller	C-37
Computer Dynamics, Inc.	WPA-1	5M bytes, uniform	8 in.	\$1,250 w/o controller	C-37
Computer Memories, Inc.	CM-7860	8M bytes, uniform	5 1/4 in.	\$2,500 w/o controller	C-31
	CM-7860	60M bytes, uniform	5 1/4 in.	\$2,000 w/o controller	C-31
	CM-8440	40M bytes, uniform	5 1/4 in.	\$1,800 w/o controller	C-37
	CM-8428	28M bytes, uniform	5 1/4 in.	\$1,600 w/o controller	C-37
	CM-8426	26M bytes, uniform	5 1/4 in.	\$1,100 w/o controller	C-37
	CM-8418	18M bytes, uniform	5 1/4 in.	\$1,095 w/o controller	C-37
	CM-8413	13M bytes, uniform	5 1/4 in.	\$1,070 w/o controller	C-37
	CM-8412	12M bytes, uniform	5 1/4 in.	\$1,000 w/o controller	C-37
	CM-8412	12M bytes, uniform	5 1/4 in.	\$1,050 w/o controller	C-37
	CM-8408	8M bytes, uniform	5 1/4 in.	\$1,000 w/o controller	C-37
Corvus International	COMPILER CCI-1510	15M bytes, form	5 1/4 in.	\$2,295 w/o controller	C-37
Corval Data Corp.	CDC 9415-3 WIREN	215M bytes, uniform	5 1/4 in.	N/A	C-31
	CDC 9415-1 WIREN	215M bytes, uniform	5 1/4 in.	N/A	C-31
	CDC 9415-5 WIREN	36M bytes, uniform	5 1/4 in.	N/A	C-37
Cora, Inc.	CORE 5117	53.0M bytes, form	8 in.	\$12,890 w/o controller	C-32
	CORE 5118	42.0M bytes, form	8 in.	\$4,680 w/o controller	C-32
	CORE 5115	10.8M bytes, form	8 in.	\$4,995 w/o controller	C-32
Corvus Systems, Inc.	OMANDRIVE MODEL 45	45.0M bytes, uniform	5 1/4 in.	\$4,685 w/o controller	C-32
	CORVUS 20	21M bytes, uniform	5 1/4 in.	\$4,495 w/o controller	C-32
	OMANDRIVE MODEL 16	16.0M bytes, uniform	5 1/4 in.	\$3,195 w/o controller	C-32
	CORVUS 8	8.0M bytes, uniform	5 1/4 in.	\$2,695 w/o controller	C-32
	OMANDRIVE MODEL 11	11.0M bytes, uniform	5 1/4 in.	\$2,495 w/o controller	C-32
	CORVUS 6	6.0M bytes, uniform	5 1/4 in.	\$2,495 w/o controller	C-32
	OMANDRIVE MODEL 5	5.0M bytes, uniform	5 1/4 in.	\$1,795 w/o controller	C-32
Crescenton, Inc.	H200	18M bytes, form	5 1/4 in.	\$3,995 w/o controller	C-32
Cyberdata Corp.	CHD 11-20	20.0M bytes, form	8 in.	\$4,995 w/o controller	C-32
Cyber Data Corp.	WAY80	44M bytes, form	8 in.	\$6,000 w/o controller	C-32
Cymbus Peripherals Corp.	D-180	145M bytes, uniform	10 1/2 in.	\$4,000 w/o controller	C-32
	D-180	20M bytes, uniform	N/A	\$2,150 w/o controller	C-32
	D-120	10M bytes, form	10 1/2 in.	\$2,000 w/o controller	C-32
	D-140	14M bytes, form	10 1/2 in.	\$3,100 w/o controller	C-32
	9222	8 in.	8 in.	\$2,800 w/o controller	C-32
	9225	5M bytes, form	8 in.	\$4,175 w/o controller	C-32
Datamarc Peripherals Products	TRUSTOR 30	30M bytes, form	5 1/4 in.	\$2,685 w/o controller	C-32
	TRUSTOR 30T WITAPE BACKUP	33M bytes, form	5 1/4 in.	\$4,995 w/o controller	C-32
	TRUSTOR 15	15M bytes, form	5 1/4 in.	\$1,450 w/o controller	C-32
	DATAMARC WFD-1	5.0M bytes, form	5 1/4 in.	\$7,000 w/o controller	C-32
Datascan	20 MB	20M bytes, form	5 1/4 in.	N/A	C-32
Datapoint Corp.	9213	10M bytes, form	5 1/4 in.	5 1/4 in.	C-32
	9215	10M bytes, form	5 1/4 in.	\$7,495 w/o controller	C-32
Dawning Systems, Inc.	DDI-1-032	32M bytes, form	5 1/4 in.	\$3,695 w/o controller	C-32

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<b>Barron Systems, Inc.</b>	K011-021	21M bytes, form	5 1/4 in.	\$2,085 w/ctrlr	C-39
	K011-016	15M bytes, form	5 1/4 in.	\$2,685 w/ctrlr	C-46
	K011-005	5M bytes, form	5 1/4 in.	\$2,685 w/ctrlr	C-46
<b>Bloom Industries</b>	DCOM 403	772M bytes, uniform	5 1/4 in.	\$70,000 w/ctrlr	C-37
<b>Digital Equipment Corp.</b>	RD21	10M bytes, form	5 1/4 in.	\$2,685 w/ctrlr	C-46
	RD50	5M bytes, form	5 1/4 in.	\$2,685 w/ctrlr	C-46
<b>Disc Tech. Co.</b>	RT10	60M bytes, uniform	8 in.	\$2,500 w/ctrlr	C-32
	RT20	20M bytes, uniform	8 in.	\$2,500 w/ctrlr	C-32
	D-400	40M bytes, form	8 in.	\$1,770 w/ctrlr	C-39
	D-150	15M bytes, form	8 in.	\$1,580 w/ctrlr	C-39
<b>DMA Systems Corp.</b>	MICRO-MAGNUM SR	50M bytes, form	5 1/4 in.	\$2,000 w/ctrlr	C-32
	MICRO-MAGNUM 1111	22M bytes, form	5 1/4 in.	\$2,150 w/ctrlr	C-39
	MICRO-MAGNUM S/S	10M bytes, form	5 1/4 in.	\$2,295 w/ctrlr	C-46
<b>Dragon Industries, Inc.</b>	SP-66 HARDISK SUBSYSTEM	70M bytes, uniform	5 1/4 in.	\$4,985 w/ctrlr	C-32
<b>Dynex, Inc.</b>	WINCHESTER DRIVE SUBSYSTEM	18 M bytes, form	5 1/4 in.	\$1,395 w/ctrlr	C-46
<b>Elcom Research, Inc.</b>	DISCACH 4046	40M bytes, form	5 1/4 in.	\$2,685 w/ctrlr	C-46
	DISCACH 2046	20M bytes, form	5 1/4 in.	\$4,250 w/ctrlr	C-39
	DISCACH 1046	10M bytes, form	5 1/4 in.	\$3,395 w/ctrlr	C-46
<b>Falcon Technology</b>	PC EXTENDER 304B	30M bytes, form	5 1/4 in.	\$3,995 w/ctrlr	C-39
	PC EXTENDER 104B	10M bytes, form	5 1/4 in.	N/A	C-46
	PC EXTENDER 194B	19M bytes, form	5 1/4 in.	\$1,885 w/ctrlr	C-46
<b>Fourth Dimension Systems</b>	HARD DISK 10	10M bytes, form	5 1/4 in.	\$1,295 w/ctrlr	C-46
<b>Puffin America, Inc.</b>	MS233	233M bytes, uniform	8 in.	\$12,200 w/ctrlr	C-32
	MS232	186 M bytes, uniform	8 in.	\$6,700 w/ctrlr	C-32
	MS243	85.3M bytes, uniform	5 1/4 in.	\$3,700 w/ctrlr	C-32
	MS212	84 M bytes, uniform	8 in.	\$7,250 w/ctrlr	C-32
	MS242	54 M bytes, uniform	5 1/4 in.	\$3,250 w/ctrlr	C-32
	MS261	21 M bytes, form	5 1/4 in.	\$2,950 w/ctrlr	C-39
	MS276	26 M bytes, uniform	5 1/4 in.	\$1,675 w/ctrlr	C-47
	MS234	20M bytes, uniform	5 1/4 in.	\$1,625 w/ctrlr	C-39
	MS233	13.3M bytes, form	5 1/4 in.	\$1,500 w/ctrlr	C-47
	MS230AT	13.3M bytes, uniform	5 1/4 in.	\$1,300 w/ctrlr	C-47
	MS230AT	6.7M bytes, form	5 1/4 in.	\$1,050 w/ctrlr	C-46
<b>Genie Computer Corp.</b>	GENIE 11-11	22M bytes, form	5 1/4 in.	\$4,995 w/ctrlr	C-39
	GENIE 5-10-15-20	20M bytes, form	5 1/4 in.	\$2,895 w/ctrlr	C-39
	GENIE 10-10	20M bytes, form	5 1/4 in.	\$3,895 w/ctrlr	C-39
	GENIE 5-15	15M bytes, form	5 1/4 in.	\$3,995 w/ctrlr	C-47
	GENIE 10-1	10M bytes, form	5 1/4 in.	\$2,495 w/ctrlr	C-47
<b>Great Lakes Computer Peripherals</b>	SUPERIOR SUB SYSTEM-140	40M bytes, uniform	5 1/4 in.	\$2,995 w/ctrlr	C-39
	SUPERIOR SUB SYSTEM-80	30M bytes, uniform	5 1/4 in.	\$3,749 w/ctrlr	C-39
	SUPERIOR SUB SYSTEM-40	20M bytes, uniform	5 1/4 in.	\$2,795 w/ctrlr	C-39
	SUPERIOR SUB SYSTEM-10	10M bytes, form	5 1/4 in.	\$1,495 w/ctrlr	C-47
	SUPERIOR SUB SYSTEM-23	10M bytes, form	5 1/4 in.	\$2,249 w/ctrlr	C-47
<b>Hewlett-Packard Co.</b>	THE STORWAVE	10M bytes, form	5 1/4 in.	\$1,295 w/ctrlr	C-47
	7804 P/B	16.5M bytes, form	8 in.	\$7,800 w/ctrlr	C-47
	913KA OPT. 010	4 M bytes, form	5 1/4 in.	\$4,500 w/ctrlr	C-47
	913AA	4 M bytes, form	5 1/4 in.	\$3,500 w/ctrlr	C-47
<b>IE International, Inc.</b>	IE VM 21P	21 M bytes, form	5 1/4 in.	\$1,995 w/ctrlr	C-39
	IE VM 15P	15 M bytes, form	5 1/4 in.	\$1,995 w/ctrlr	C-47
	IE VM 10P	10 M bytes, form	5 1/4 in.	\$1,995 w/ctrlr	C-47
	IE VM 3P	3.3M bytes, form	5 1/4 in.	\$1,995 w/ctrlr	C-47
<b>Info Magazines Systems, Inc.</b>	418	18M bytes, uniform	5 1/4 in.	\$1,800 w/ctrlr	C-47
	418	14M bytes, uniform	5 1/4 in.	\$2,500 w/ctrlr	C-47
<b>Kennedy Co.</b>	7380	82 M bytes, uniform	8 in.	\$3,995 w/ctrlr	C-32
	7340	41 M bytes, uniform	8 in.	\$3,295 w/ctrlr	C-32
	6173	40M bytes, uniform	8 in.	\$2,195 w/ctrlr	C-39
	6172	24M bytes, uniform	8 in.	\$1,995 w/ctrlr	C-39
<b>Lapins Technology, Inc.</b>	RANGER 3022	10M bytes, form	5 1/4 in.	\$995 w/ctrlr	C-47
	RANGER 3021	5M bytes, form	5 1/4 in.	\$895 w/ctrlr	C-47
<b>Master Corp.</b>	EXT 4260	260M bytes, uniform	5 1/4 in.	\$4,800 w/ctrlr	C-32
	EXT 4080	200M bytes, uniform	5 1/4 in.	\$3,685 w/ctrlr	C-32
	XT2190	181.2M bytes, uniform	5 1/4 in.	\$4,720 w/ctrlr	C-32
	XT1100	175M bytes, uniform	5 1/4 in.	\$2,780 w/ctrlr	C-32
	XT1140	143.5M bytes, uniform	5 1/4 in.	\$4,290 w/ctrlr	C-32
	XT1140	140.2M bytes, uniform	5 1/4 in.	\$3,675 w/ctrlr	C-32
	XT1100	105.2M bytes, uniform	5 1/4 in.	\$2,340 w/ctrlr	C-32
	XT2085	89.2M bytes, uniform	5 1/4 in.	\$2,630 w/ctrlr	C-32
	EXT 4075	75M bytes, uniform	5 1/4 in.	\$1,585 w/ctrlr	C-32
	XT1065	60M bytes, uniform	5 1/4 in.	\$2,390 w/ctrlr	C-32
<b>Maynard Electronics</b>	GENIE W50	10 M bytes, uniform	5 1/4 in.	\$1,395 w/ctrlr	C-46
	GENIE W50	5 M bytes, form	5 1/4 in.	\$1,395 w/ctrlr	C-46
	APFOLIO W50A	3.0M bytes, form	5 1/4 in.	\$2,995 w/ctrlr	C-47
<b>Maynard</b>	MA272	2.2M bytes, uniform	8 in.	\$1,100 w/ctrlr	C-32
	MAV485	185M bytes, uniform	8 in.	\$2,900 w/ctrlr	C-32
	MAV855	63M bytes, uniform	8 in.	\$2,600 w/ctrlr	C-32
	MAV852Q	63M bytes, uniform	8 in.	\$3,100 w/ctrlr	C-32
<b>Memorex Corp.</b>	513	40M bytes, uniform	5 1/4 in.	\$2,800 w/ctrlr	C-39
	512	30M bytes, uniform	5 1/4 in.	\$2,690 w/ctrlr	C-39

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Magnum Corp.	324	26.7M bytes, uniform	5 1/4 in.	\$1,690 w/o controller	C-39
	192	23.4M bytes, uniform	8 in.	\$2,370 w/o controller	C-39
	323	25M bytes, uniform	5 1/4 in.	\$1,360 w/o controller	C-39
	322	13.2M bytes, uniform	5 1/4 in.	\$1,160 w/o controller	C-40
	101	11.7M bytes, uniform	8 in.	\$1,620 w/o controller	C-40
Microcomputer Monitors, Inc.	321	6.7M bytes, uniform	5 1/4 in.	\$990 w/o controller	C-40
	M112	12.7M bytes, uniform	5 1/4 in.	\$1,000 w/o controller	C-40
Micro Data Systems	M106	3.3M bytes, uniform	5 1/4 in.	\$990 w/o controller	C-40
	EZ 835	20M bytes, form.	5 1/4 in.	\$3,490 w/o controller	C-39
	EZ 835	15M bytes, form.	5 1/4 in.	\$2,490 w/o controller	C-40
Micro-Design	DATA 10+ 30	30M bytes, form.	5 1/4 in.	\$4,180 w/o controller	C-39
	SD-335	35M bytes, form.	5 1/4 in.	\$3,895 w/o controller	C-40
	DATA 10+ 30	30M bytes, form.	5 1/4 in.	\$3,790 w/o controller	C-39
	PRD-30	30M bytes, form.	5 1/4 in.	\$2,395 w/o controller	C-40
	SD-335	35M bytes, form.	5 1/4 in.	\$2,490 w/o controller	C-40
	DATA 11+ 11	20M bytes, form.	5 1/4 in.	N/A	C-40
	DATA 10+ 10	20M bytes, form.	5 1/4 in.	\$3,490 w/o controller	C-39
	PRD-20	30M bytes, form.	5 1/4 in.	\$1,495 w/o controller	C-40
	SD-910	15M bytes, form.	5 1/4 in.	\$2,995 w/o controller	C-40
	DATA 11	11M bytes, form.	5 1/4 in.	N/A	C-40
	DATA 5+ 5	10M bytes, form.	5 1/4 in.	\$3,490 w/o controller	C-40
	PRD-10	15M bytes, form.	5 1/4 in.	\$1,295 w/o controller	C-40
Micro Multisystems	MPY112	11M bytes, form.	5 1/4 in.	\$1,895 w/o controller	C-40
	MPY104	18M bytes, uniform	8 in.	\$2,250 w/o controller	C-40
Minipulse Corp.	1329	85.2M bytes, uniform	5 1/4 in.	\$1,625 w/o controller	C-34
	1405	82.5M bytes, uniform	8 in.	\$2,530 w/o controller	C-34
	1324	83.8M bytes, uniform	5 1/4 in.	\$1,435 w/o controller	C-33
	1364	51.8M bytes, uniform	5 1/4 in.	\$1,195 w/o controller	C-33
	1303 AND	45.7M bytes, uniform	8 in.	\$2,430 w/o controller	C-33
	1223	45M bytes, uniform	8 in.	\$2,300 w/o controller	C-33
	1303	45.2M bytes, uniform	5 1/4 in.	\$1,095 w/o controller	C-33
	1320	42.4M bytes, uniform	5 1/4 in.	\$1,260 w/o controller	C-33
	1302 AND	27.4M bytes, uniform	8 in.	\$2,750 w/o controller	C-40
	1302	25.5M bytes, uniform	5 1/4 in.	\$975 w/o controller	C-40
	1221	8.8M bytes, uniform	8 in.	\$2,695 w/o controller	C-40
	MODEL HH612	12M bytes, uniform	5 1/4 in.	N/A	C-40
Microscience International Corp.	2425	25.5M bytes, form.	5 1/4 in.	N/A	C-40
	4250	20M bytes, uniform	5 1/4 in.	\$995 w/o controller	C-40
	2012	12.8M bytes, uniform	5 1/4 in.	\$940 w/o controller	C-40
	2412	13.8M bytes, uniform	5 1/4 in.	\$900 w/o controller	C-40
	2412	12M bytes, uniform	5 1/4 in.	\$838 w/o controller	C-40
Minutec Corp.	5012	N/A	5 1/4 in.	\$900 w/o controller	C-40
	HD-104	10M bytes, form.	5 1/4 in.	\$1,250 w/o controller	C-40
Minutec Electronics Associates	MR 322	25.5M bytes, uniform	5 1/4 in.	\$1,200 w/o controller	C-40
	MR 322	25.5M bytes, uniform	5 1/4 in.	\$1,200 w/o controller	C-40
Mountain Computer, Inc.	MR 321	12.7M bytes, uniform	5 1/4 in.	\$975 w/o controller	C-40
	2048 DRIVE FOR IBM PC	20M bytes, form.	5 1/4 in.	\$4,480 w/o controller	C-40
	2048 DRIVE FOR IBM PC	20M bytes, form.	5 1/4 in.	\$3,295 w/o controller	C-40
	DOS-01-445-03	15M bytes, form.	5 1/4 in.	\$2,360 w/o controller	C-40
	DOS-01-445-03	15M bytes, form.	5 1/4 in.	\$2,795 w/o controller	C-40
	DOS-01-445-03	15M bytes, form.	5 1/4 in.	\$2,895 w/o controller	C-40
	DOS-01-445-03	15M bytes, form.	5 1/4 in.	\$2,495 w/o controller	C-40
	DOS-01-445-03	15M bytes, form.	5 1/4 in.	\$2,385 w/o controller	C-40
	DOS-01-445-02	15M bytes, form.	5 1/4 in.	\$2,495 w/o controller	C-40
	DOS-01-445-02	15M bytes, form.	5 1/4 in.	\$2,195 w/o controller	C-40
	DOS-01-445-02	15M bytes, form.	5 1/4 in.	\$2,195 w/o controller	C-40
	DOS-01-445-02	15M bytes, form.	5 1/4 in.	\$2,195 w/o controller	C-40
Myers, Inc.	WD5102-S	5M bytes, form.	5 1/4 in.	\$1,895 w/o controller	C-40
	WD5102-S	5M bytes, form.	5 1/4 in.	\$2,195 w/o controller	C-40
National Memory System Corp.	MA5024	4750M bytes, uniform	5 1/4 in.	\$10,000 w/o controller	C-34
	MA5028	1880M bytes, uniform	8 in.	\$4,500 w/o controller	C-34
NEC Information Systems	MA5024	4750M bytes, uniform	5 1/4 in.	\$3,500 w/o controller	C-34
	DD246	85M bytes, uniform	8 in.	\$2,200 w/o controller	C-34
	DD230	42.5M bytes, uniform	8 in.	\$2,235 w/o controller	C-34
	DD230	25.5M bytes, uniform	8 in.	\$2,675 w/o controller	C-40
	DD244	71M bytes, uniform	5 1/4 in.	\$1,410 w/o controller	C-40
	DD254	15.2M bytes, form.	5 1/4 in.	\$1,250 w/o controller	C-40
	DD254	12.1M bytes, form.	5 1/4 in.	\$1,160 w/o controller	C-40
	DD254	3M bytes, form.	5 1/4 in.	\$975 w/o controller	C-40
	PLAN 3000 MODEL 112 FILE SERVER	40M bytes, form.	8 in.	\$16,000 w/o controller	C-34
	PLAN 3000 MODEL 70 FILE SERVER	80M bytes, form.	5 1/4 in.	N/A	C-34
	PLAN 3000 MODEL 80 FILE SERVER	24M bytes, form.	5 1/4 in.	N/A	C-40
	PLAN 3000 MODEL 18 FILE SERVER	15M bytes, form.	5 1/4 in.	\$10,000 w/o controller	C-40
New World Computer Co., Inc.	TURBO 205	10M bytes, form.	5 1/4 in.	\$2,800 w/o controller	C-40
	MERCURY MPD1201	225M bytes, form.	8 in.	\$6,500 w/o controller	C-34
Northern Telecom, Inc.	MERCURY MPD1208	1600M bytes, form.	8 in.	\$5,000 w/o controller	C-34
	MERCURY MPD1208	20M bytes, form.	8 in.	\$4,700 w/o controller	C-34
Oxyx & IBM	7740	41.8M bytes, uniform	8 in.	\$2,250 w/o controller	C-34
	5040H	40M bytes, form.	5 1/4 in.	\$990 w/o controller	C-40

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<b>Onyx &amp; IMI</b>	7720	20 MB bytes, uniform	8 in.	\$1,850 w/o controller	C-46
	50184	18 MB bytes, uniform	5 1/4 in.	2955 w/o controller	C-46
	50124	12 MB bytes, uniform	5 1/4 in.	2555 w/o controller	C-46
	7710	12 MB bytes, uniform	8 in.	\$1,700 w/o controller	C-46
	50094	8 MB bytes, uniform	5 1/4 in.	2020 w/o controller	C-46
<b>Oral Data, Inc.</b>	C-105	250K bytes, form	5 1/4 in.	\$790 w/o controller	C-41
	C-516	150K bytes, form	5 1/4 in.	\$680 w/o controller	C-41
	C-514	100K bytes, form	5 1/4 in.	\$580 w/o controller	C-41
	C-507	50K bytes, form	5 1/4 in.	\$4,180 w/o controller	C-41
<b>Percom Data Corp.</b>	PWH-107	50K bytes, form	5 1/4 in.	\$450 w/o controller	C-41
	PHD 30/30A	31.5 MB bytes, form	5 1/4 in.	\$2,785 w/o controller	C-41
	PHD 20/20A	20K bytes, form	5 1/4 in.	\$2,195 w/o controller	C-41
	M-100	150K bytes, form	5 1/4 in.	\$2,665 w/o controller	C-41
	PHD 10/10A	10K bytes, form	5 1/4 in.	\$1,395 w/o controller	C-41
	PHD 5/5A	5K bytes, form	5 1/4 in.	\$695 w/o controller	C-41
<b>Personal Micro Computers, Inc.</b>	HD-16/10	11 MB bytes, form	5 1/4 in.	\$1,755 w/o controller	C-39
<b>PI-Associates, Inc.</b>	MARK 46	460K bytes, uniform	5 1/4 in.	\$3,915 w/o controller	C-34
	DOS-105	100K bytes, form	5 1/4 in.	\$2,295 w/o controller	C-39
	MARK 33	330K bytes, uniform	5 1/4 in.	\$2,450 w/o controller	C-41
	MARK 20	200K bytes, uniform	5 1/4 in.	\$2,213 w/o controller	C-41
<b>Polytron Industries</b>	HELIX-CPM	440K bytes, form	5 1/4 in.	\$1,300 w/o controller	C-34
	HELIX-XT	440K bytes, form	5 1/4 in.	\$1,300 w/o controller	C-34
<b>PolyMorphic Systems</b>	HD-43	51K bytes, form	5 1/4 in.	\$3,995 w/o controller	C-34
	HD-18	25K bytes, uniform	5 1/4 in.	\$2,995 w/o controller	C-34
<b>Pitman Corp.</b>	808	1155K bytes, uniform	8 in.	\$4,180 w/o controller	C-36
	807	555K bytes, uniform	8 in.	\$3,680 w/o controller	C-36
	806	355K bytes, uniform	8 in.	\$3,095 w/o controller	C-36
	526	111K bytes, uniform	5 1/4 in.	\$2,300 w/o controller	C-36
	524	88K bytes, uniform	5 1/4 in.	\$1,890 w/o controller	C-36
	803	850K bytes, uniform	8 in.	\$2,550 w/o controller	C-36
	793	710K bytes, form	5 1/4 in.	\$1,790 w/o controller	C-36
	790	700K bytes, uniform	8 in.	\$2,450 w/o controller	C-36
	522	555K bytes, uniform	5 1/4 in.	\$1,190 w/o controller	C-36
	3430	350K bytes, uniform	8 in.	\$1,990 w/o controller	C-41
<b>Procomp Systems, Inc.</b>	TRUSTOR 140	140K bytes, uniform	5 1/4 in.	\$7,000 w/o controller	C-36
	TRUSTOR 80	80K bytes, uniform	5 1/4 in.	\$6,000 w/o controller	C-36
	TRUSTOR 30	30K bytes, uniform	5 1/4 in.	\$2,450 w/o controller	C-41
	TRUSTOR 10	10K bytes, uniform	5 1/4 in.	\$1,450 w/o controller	C-41
<b>Q &amp; P Computer Systems</b>	M-100	150K bytes, form	5 1/4 in.	\$2,665 w/o controller	C-41
<b>Gateway</b>	CYCLONE SERIES	36 1/2 bytes, form	5 1/4 in.	\$6,995 w/o controller	C-36
	DSD 770-40	40K bytes, form	5 1/4 in.	\$5,495 w/o controller	C-41
	DSD 880	51.2K bytes, form	8 in.	\$6,995 w/o controller	C-41
	DSD 880	31K bytes, form	8 in.	\$5,495 w/o controller	C-41
	DSD 770-16	16K bytes, uniform	8 in.	\$4,295 w/o controller	C-41
<b>Quantum Corp.</b>	Q2090	85.4K bytes, uniform	8 in.	\$1,895 w/o controller	C-36
	Q2090	32K bytes, uniform	8 in.	\$2,995 w/o controller	C-41
	Q240	42.4K bytes, uniform	5 1/4 in.	\$1,695 w/o controller	C-36
	Q240	42.4K bytes, uniform	8 in.	\$3,000 w/o controller	C-36
	Q430	31.8K bytes, uniform	5 1/4 in.	\$1,755 w/o controller	C-41
	Q430	21.3K bytes, uniform	5 1/4 in.	\$1,675 w/o controller	C-41
	Q2090	21.3K bytes, uniform	8 in.	\$2,185 w/o controller	C-41
<b>SeiCo, Inc.</b>	Q2010	10.6K bytes, uniform	8 in.	\$1,775 w/o controller	C-36
	D5K-68	84K bytes, form	5 1/4 in.	\$7,995 w/o controller	C-36
	D5K-87	47K bytes, form	5 1/4 in.	\$6,995 w/o controller	C-36
	D5K-47	45K bytes, form	5 1/4 in.	\$4,995 w/o controller	C-41
	D5K-85	25K bytes, form	5 1/4 in.	\$4,295 w/o controller	C-41
	D5K-85	21K bytes, form	5 1/4 in.	\$4,295 w/o controller	C-41
	D5K-45	20K bytes, form	5 1/4 in.	\$4,295 w/o controller	C-41
	D5K-43	18K bytes, form	5 1/4 in.	\$2,735 w/o controller	C-36
	D5K-42	15K bytes, form	5 1/4 in.	\$3,795 w/o controller	C-36
	D5K-40	10K bytes, form	5 1/4 in.	\$1,995 w/o controller	C-36
	D5K-42	10K bytes, form	5 1/4 in.	\$2,495 w/o controller	C-36
<b>Sequent Research, Inc.</b>	QA-520	260K bytes, form	5 1/4 in.	\$2,765 w/o controller	C-41
	QA-515	150K bytes, form	5 1/4 in.	\$2,495 w/o controller	C-41
	QA-510	100K bytes, form	5 1/4 in.	\$2,185 w/o controller	C-41
	QA-505	50K bytes, form	5 1/4 in.	\$1,995 w/o controller	C-41
<b>Sedona Corp.</b>	RD044E	42K bytes, form	5 1/4 in.	\$2,015 w/o controller	C-36
	RD020E	21K bytes, form	5 1/4 in.	\$1,815 w/o controller	C-41
	RD024	21K bytes, form	5 1/4 in.	\$1,395 w/o controller	C-41
	RD020	15K bytes, form	5 1/4 in.	\$1,110 w/o controller	C-41
	RD020	10K bytes, form	5 1/4 in.	\$530 w/o controller	C-31
	RD032	10K bytes, form	3 1/2 in.	\$2,250 w/o controller	C-31
	RD021	5K bytes, form	5 1/4 in.	\$775 w/o controller	C-31
<b>Scientific Micro Systems</b>	FWT-11	80K bytes, uniform	8 in.	\$8,000 w/o controller	C-36
<b>Sungate Technology</b>	ST-425	20.4K bytes, form	5 1/4 in.	\$1,370 w/o controller	C-41
	ST-415	15K bytes, form	5 1/4 in.	\$1,065 w/o controller	C-41
	ST-412	10K bytes, form	5 1/4 in.	\$900 w/o controller	C-41
	ST-412	10.5K bytes, form	5 1/4 in.	\$900 w/o controller	C-41
	ST-406	5K bytes, form	5 1/4 in.	\$700 w/o controller	C-41

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Standard Data Corp.	SDC 80	80M bytes, form	5 1/4 in.	N/A	C-36
	SDC 50	50M bytes, form	5 1/4 in.	N/A	C-36
	SDC 34	34M bytes, form	5 1/4 in.	N/A	C-43
	SDC 15	15M bytes, form	5 1/4 in.	N/A	C-51
	SDC 10	10M bytes, form	5 1/4 in.	N/A	C-51
Star Technologies, Inc.	DART WINCHESTER 8MB	8M bytes, uniform	8 in.	\$7,500 w/ controller	C-36
	DART WINCHESTER 34MB	34M bytes, uniform	8 in.	\$9,800 w/ controller	C-43
Storax Corp.	DART WINCHESTER 10MB	10M bytes, form	8 in.	\$4,500 w/ controller	C-43
	SD412	20M bytes, form	5 1/4 in.	\$5,395 w/ controller	C-43
	SD4123	25M bytes, form	5 1/4 in.	\$5,895 w/ controller	C-43
	SD424	20M bytes, form	5 1/4 in.	\$5,895 w/ controller	C-43
	SD4122	20M bytes, form	5 1/4 in.	\$4,395 w/ controller	C-43
Sunel Systems, Inc.	SD412	10M bytes, form	5 1/4 in.	\$2,295 w/ controller	C-51
	SD412	10M bytes, form	5 1/4 in.	\$2,295 w/ controller	C-51
	SSD 52	80M bytes, form	5 1/4 in.	\$5,895 w/ controller	C-36
	SSD 48	60M bytes, form	5 1/4 in.	\$2,295 w/ controller	C-36
	SSD 40	40M bytes, form	5 1/4 in.	\$4,595 w/ controller	C-43
	SSD 35	25M bytes, form	5 1/4 in.	\$2,295 w/ controller	C-43
	SSD 15	15M bytes, form	5 1/4 in.	\$2,495 w/ controller	C-51
System Industries, Inc.	SV51	47M bytes, uniform	10 1/2 in.	N/A	C-36
	DISKETTE ULTRASTONE	127M bytes, form	5 1/4 in.	N/A	C-43
	DISKETTE JR 22	22M bytes, form	5 1/4 in.	N/A	C-43
Tandem Corp.	DISKETTE JR 22	10M bytes, form	5 1/4 in.	N/A	C-51
	TM703	31 0M bytes, uniform	5 1/4 in.	N/A	C-43
	TM603	19 1M bytes, uniform	5 1/4 in.	N/A	C-43
	TM503	14 4M bytes, uniform	5 1/4 in.	N/A	C-52
	TM522	12 8M bytes, uniform	5 1/4 in.	N/A	C-52
	TM525E	8 8M bytes, uniform	5 1/4 in.	N/A	C-52
	TM603	8 8M bytes, uniform	5 1/4 in.	N/A	C-52
Tecmar, Inc.	TM621	8 4M bytes, uniform	5 1/4 in.	N/A	C-52
	TM603	8 4M bytes, uniform	5 1/4 in.	N/A	C-52
Teecon, Inc.	SHARE/33 EXPANSION	33M bytes, form	5 1/4 in.	\$4,295 w/ controller	C-43
	SHARE/15 EXPANSION	15M bytes, form	5 1/4 in.	\$3,195 w/ controller	C-52
Texas Instruments, Inc.	SHARE/10 EXPANSION	10M bytes, form	5 1/4 in.	\$2,795 w/ controller	C-52
	WD 80043	43 2M bytes, form	8 in.	\$16,700 w/ controller	C-52
	WD 80018	18 5M bytes, form	8 in.	\$14,700 w/ controller	C-52
ThoughtWorks, Inc.	WD 500	10M bytes, form	5 1/4 in.	\$9,000 w/ controller	C-52
	DATA FILE 20M	20M bytes, form	5 1/4 in.	\$3,195 w/ controller	C-43
Trak Microcomputer Corp.	DATA FILE 10M	10M bytes, form	5 1/4 in.	\$2,295 w/ controller	C-43
	COMMANDER 15	15M bytes, form	5 1/4 in.	\$2,595 w/ controller	C-52
Trantec Systems Ltd.	COMMANDER 10	10M bytes, form	5 1/4 in.	\$2,195 w/ controller	C-52
	COMMANDER 5	5M bytes, form	5 1/4 in.	\$1,895 w/ controller	C-52
Univation	TRANTOR TSL-15	15M bytes, uniform	5 1/4 in.	\$3,395 w/ controller	C-52
	TRANTOR TSL-10	10M bytes, uniform	5 1/4 in.	\$2,895 w/ controller	C-52
	TRANTOR TSL-5	5M bytes, uniform	5 1/4 in.	\$2,395 w/ controller	C-52
	IDM 20MB	20M bytes, form	5 1/4 in.	\$2,495 w/ controller	C-43
	V-EXT 20	20M bytes, form	5 1/4 in.	\$2,500 w/ controller	C-43
	DHD 11-180	11 2M bytes, form	5 1/4 in.	\$2,675 w/ controller	C-52
	DHD 11-320	11 2M bytes, form	5 1/4 in.	\$2,950 w/ controller	C-52
	DHD 11-364	11 2M bytes, form	5 1/4 in.	\$3,065 w/ controller	C-52
	DHD 11-448	11 2M bytes, form	5 1/4 in.	\$3,230 w/ controller	C-52
	DHD 11-64	11 2M bytes, form	5 1/4 in.	\$2,375 w/ controller	C-52
	V-EXT 11	11 2M bytes, form	5 1/4 in.	\$2,480 w/ controller	C-52
	SM 10MB	10M bytes, form	5 1/4 in.	\$1,245 w/ controller	C-52
	SRJUL HARD DISK	20M bytes, form	5 1/4 in.	\$2,900 w/ controller	C-43
	RANBOW HARD DISK	11 2M bytes, form	5 1/4 in.	\$2,845 w/ controller	C-52
U.E. Design Corp.	VPI6	765M bytes, uniform	5 1/4 in.	\$25,995 w/ controller	C-36
	CBS 80070	35M bytes, form	8 in.	\$6,900 w/ controller	C-36
Vector Electronics Co.	CBS 80025	35M bytes, form	8 in.	\$7,500 w/ controller	C-44
	SAFE-12	21 2M bytes, uniform	8 in.	\$12,500 w/ controller	C-36
	SAFE-132	132M bytes, uniform	8 in.	\$1,500 w/ controller	C-36
Veritas Peripherals, Inc.	SAFE-63	63M bytes, uniform	8 in.	\$9,000 w/ controller	C-36
	V150	51M bytes, uniform	5 1/4 in.	\$2,350 w/ controller	C-36
Vitec Corp.	V150	30M bytes, uniform	5 1/4 in.	\$1,850 w/ controller	C-36
	PHANTOM	30M bytes, form	5 1/4 in.	\$1,795 w/ controller	C-44
Winchester Systems, Inc.	DATA SAFE 48	48M bytes, uniform	5 1/4 in.	\$4,895 w/ controller	C-36
	DATA SAFE 8+8 R.	32M bytes, uniform	5 1/4 in.	\$6,995 w/ controller	C-44
	RAM DUAL 8+8 R.	32M bytes, uniform	5 1/4 in.	\$6,995 w/ controller	C-44
	DATA SAFE 24	24M bytes, uniform	5 1/4 in.	\$4,895 w/ controller	C-44
	DATA SAFE 8+8 R.	16M bytes, uniform	5 1/4 in.	\$6,995 w/ controller	C-44
	DATA SAFE 18	18M bytes, uniform	5 1/4 in.	\$4,895 w/ controller	C-44
	RAM 8+8 R.	16M bytes, uniform	5 1/4 in.	\$6,995 w/ controller	C-44
	DATA SAFE DUAL 8	8M bytes, uniform	5 1/4 in.	\$4,895 w/ controller	C-44
Xcomp, Inc.	PHD	26 6M bytes, uniform	5 1/4 in.	\$3,395 w/ controller	C-44
	PHD 8+8	20 5M bytes, uniform	5 1/4 in.	\$2,395 w/ controller	C-44
Xebec	PHD 5 X 5	10M bytes, form	5 1/4 in.	\$2,195 w/ controller	C-52
	XEBEC-9730	30M bytes, form	5 1/4 in.	\$4,000 w/ controller	C-44
	XEBEC-9712	10M bytes, form	5 1/4 in.	\$1,700 w/ controller	C-52

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Xebec	XBEC-9705	5M bytes, form	5 1/4 in.	\$1,650 w/controller	C-83
	XBEC-9800	5M bytes, form	5 1/4 in.	\$2,000 w/controller	C-83
2M Co.	8432	80M bytes, uniform	8 in.	\$5,200 w/controller	C-87
	8432	20M bytes, uniform	8 in.	\$2,675 w/controller	C-84
	8431	10M bytes, uniform	8 in.	\$2,345 w/controller	C-83

## Rigid (Non-Winchester) Disk Drives

VENDOR	MODEL	CAPACITY	DIAMETER	PRICE	PAGE
Amnodyne, Inc.	ARAPHO 7110	53.2M bytes, uniform	8 in.	\$4,550 w/controller	C-83
Apparel, Inc.	30MB IBM HARD DISK	30M bytes, form	5 1/4 in.	\$3,395 w/controller	C-83
Ascal Corp.	3075	75M bytes, uniform	5 1/4 in.	\$2,700 w/controller	C-83
Atlasman Technology, Inc.	ATDS 10 10	27 3/4 bytes, uniform	5 1/4 in.	\$1,380 w/controller	C-83
Aulen, Inc.	RAM DSC 320	350K bytes, form	N/A	\$899 w/controller	C-83
Comtec Electronics, Inc.	SERIES 5	24M bytes, form	5 1/4 in.	\$4,495 w/controller	C-83
	SERIES 1000 LYNX	10M bytes, form	8 in.	\$5,995 w/controller	C-84
Control Data Corp.	CDC 9412 WINCOST	80M bytes, uniform	8 in.	N/A	C-84
	CDC 9415-80 WRON	80M bytes, uniform	5 1/4 in.	N/A	C-84
	CDC 9445 LARK	16M bytes, form	8 in.	\$2,345 w/controller	C-84
DATA Systems Corp.	MICRO MAGNUM 11R	1M bytes, form	8 1/4 in.	\$2,200 w/controller	C-84
Geac Computer Corp.	GEAC 12A	5M bytes, form	5 1/4 in.	\$3,295 w/controller	C-84
Integrat Corp.	ALPHA-10	10M bytes, form	8 in.	\$795 w/controller	C-84
	ALPHA-10 SUB SYSTEM	10M bytes, uniform	8 in.	N/A	C-84
	BETA 5	5 2M bytes, form	5 1/4 in.	\$899 w/controller	C-84
Memorex Corp.	410	12 8M bytes, uniform	5 1/4 in.	\$2,250 w/controller	C-84
	450	15 8M bytes, form	5 1/4 in.	\$1,480 w/controller	C-84
Micro-Design	DATA 10	10M bytes, form	5 1/4 in.	\$2,295 w/controller	C-84
	SD-55	15M bytes, form	5 1/4 in.	\$2,680 w/controller	C-84
	DATA 5	5M bytes, form	5 1/4 in.	\$2,995 w/controller	C-84
	SD-5	5M bytes, form	5 1/4 in.	\$1,730 w/controller	C-84
Mitlogic Corp.	MLTYPE/OMEGA ALPHA 10	10M bytes, form	8 in.	\$12,000 w/controller	C-84
Motorola, Inc.	MIRACD-50-1	50M bytes, uniform	8 in.	\$12,500 w/controller	C-84
	MIRACD-16-1	16M bytes, uniform	8 in.	\$7,500 w/controller	C-84
	MLD-16	16M bytes, uniform	8 in.	\$7,500 w/controller	C-84
PolyMorphic Systems	HD-18+	23M bytes, uniform	5 1/4 in.	\$4,995 w/controller	C-83
SeCord, Inc.	DSK-84	5M bytes, form	5 1/4 in.	\$1,900 w/controller	C-88
	DSK-80	5M bytes, form	5 1/4 in.	\$2,495 w/controller	C-88
Seeflow Corp.	PC351	5M bytes, form	5 1/4 in.	\$1,500 w/controller	C-88
Systems Pough, Consultants	DISKETTE JR 34	34M bytes, form	5 1/4 in.	N/A	C-88
	DISKETTE JR SR	5M bytes, form	5 1/4 in.	\$3,360 w/controller	C-88
Univall	DPO 5-304	5 8M bytes, form	5 1/4 in.	\$3,495 w/controller	C-88
	DPO 5-448	5 8M bytes, form	5 1/4 in.	\$3,495 w/controller	C-88
	IBM 5 5	5 2M bytes, form	5 1/4 in.	\$2,860 w/controller	C-88
	DPO 5-192	5 2M bytes, form	5 1/4 in.	\$3,225 w/controller	C-88
	DPO 5-320	5 2M bytes, form	5 1/4 in.	\$3,225 w/controller	C-88
	DPO 5-64	5 2M bytes, form	5 1/4 in.	\$2,675 w/controller	C-88
Vermont Research Corp.	8230	20M bytes, form	8 in.	\$3,180 w/controller	C-88
Wang Laboratories, Inc.	5565	275M bytes, uniform	8 in.	\$18,000 w/controller	C-88
Western Dynamics Corp.	WD-505	5M bytes, form	5 1/4 in.	\$495 w/controller	C-88



Capacities Over  
3M BytesAMLYN CORP.  
1980

Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Capacity: 3.2M bytes, Unformatted  
Average Access Time: 68 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$555 without controller  
Date First Installed: 1984  
(See Vendor Profile Page V-2)

BERING INDUSTRIES, INC.  
BIRMG 3312

Disk Diameter: 5 in.  
Compatibility: HP 8000, 3000, 1000,  
9000, 200, 100, 80  
Plug Compatibility: HP 9095A, HP-  
11732  
Capacity: 30.6M bytes, Formatted  
Average Access Time: 48 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: ST-506, HP-B, ETE-486  
Price: \$2,845 with controller  
Distribution Method: End User,  
OEM Third-Party  
Date First Installed: July 1983  
(See Vendor Profile Page V-4)

FORMAT CORP.  
48 DS-HALF HEIGHT

Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Capacity: 3.4M bytes, Formatted  
Average Access Time: 82 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: No  
Price: \$190 without controller  
Distribution Method: End User,  
OEM, Third-Party  
Date First Installed: November 1983  
(See Vendor Profile Page V-24)

HEATH CO.  
Z307-49

Disk Diameter: 5 in.  
Compatibility: Heath Z100  
Capacity: 12.8M bytes, Unformatted  
Average Access Time: 80 msec  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$2,299 with controller  
Distribution Method: End User,  
Third-Party  
Number Installed: Under 100  
Date First Installed: April 1983  
(See Vendor Profile Page V-10)

HPLD, INC.  
HP 3-2-DISC INTERCHANGE UNIT

Disk Diameter: 5 in.  
Compatibility: IBM PC  
Capacity: 3.2M bytes, Unformatted  
Average Access Time: 35 msec

Mean Time Between Failure: 10,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Aral 1216  
Price: \$2,200 with controller  
Distribution Method: End User,  
OEM  
Number Installed: Under 100  
Date First Installed: November 1983  
(See Vendor Profile Page V-17)

## MICROPOLIS CORP.

1118-H  
Disk Diameter: 5 1/4 in.  
Plug Compatibility: Micropolis 1015-  
N, Tandem TM 100-AM  
Capacity: 8.6M bytes, Unformatted  
Average Access Time: 152 msec  
Mean Time Between Failure: 8,500 hrs  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: Shugart SA 400  
Price: \$245 without controller  
Distribution Method: OEM, Third-Party  
(See Vendor Profile Page V-22)

## SBI

1732  
Disk Diameter: 5 1/4 in.  
Capacity: 3.2M bytes, Unformatted  
Average Access Time: 68 msec  
Mean Time Between Failure: 8,000 hrs  
Integral Controller: No  
Interface: Aral  
Price: \$350 without controller  
Distribution Method: Third-Party  
Number Installed: Under 100  
Date First Installed: January 1984  
(See Vendor Profile Page V-23)

PERIOD, INC.  
2998 HIGH SPEED

Disk Diameter: 8 in.  
Capacity: 3.2M bytes, Unformatted  
Average Access Time: 33 msec  
Mean Time Between Failure: 8,000 hrs  
Integral Controller: No  
Interface: Proprietary  
Price: \$2,550 without controller  
Distribution Method: OEM  
Number Installed: 10,000 - 50,000  
(See Vendor Profile Page V-26)

STANDARD DATA CORP.  
SDC 38

Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC/XT, Zenith  
2100  
Capacity: 20M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 3,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Saa  
Date First Installed: 1983  
(See Vendor Profile Page V-30)

## STONEKORP.

ES30  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC, PCXT

Capacity: 15M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs

Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Saa  
Price: \$2,495 with controller  
Distribution Method: End User,  
Third-Party  
Date First Installed: March 1984  
(See Vendor Profile Page V-30)

## TECMAR, INC.

FLOPPY & SUBSYSTEM  
Disk Diameter: 8 in.  
Compatibility: IBM PC, Columbia,  
Eagle PC, Telerisc PC  
Capacity: 3M bytes, Formatted  
Mean Time Between Failure: 10,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Saa  
Price: \$1,295 with controller  
Distribution Method: Third-Party  
(See Vendor Profile Page V-34)

1M to 3M-Byte  
Capacity

## ALS CORP.

2020S  
Disk Diameter: 8 in.  
Compatibility: HP 9300  
Capacity: 1.2M bytes, Formatted  
Mean Time Between Failure: 8,000 hrs

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Proprietary  
Price: \$3,615 with controller  
Distribution Method: End User,  
OEM  
Number Installed: 30  
Date First Installed: January 1982  
(See Vendor Profile Page V-2)

## ALS CORP.

FD088S  
Disk Diameter: 8 in.  
Compatibility: HP 9625, 9625, 9645,  
Capacity: 1M bytes, Unformatted  
Mean Time Between Failure: 3,000 hrs

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Proprietary  
Price: \$3,450 with controller  
Distribution Method: End User,  
OEM  
Number Installed: 22  
Date First Installed: June 1982

## ANLYN CORP.

1980  
Disk Diameter: 5 1/4 in.  
Plug Compatibility: Shugart SA 850  
Capacity: 2M bytes, Unformatted  
Average Access Time: 68 msec  
Mean Time Between Failure: 8,000 hrs  
Integral Controller: No  
Interface: Shugart SA 850

Price: \$555 without controller  
Distribution Method: OEM  
Number Installed: 500 - 1,000  
Date First Installed: August 1983

ANALOG & DIGITAL  
PERIPHERALS

E-Z-DISC 3  
Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Formatted  
Average Access Time: 2 msec  
Mean Time Between Failure: 10,000 hrs

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: RS-232, RS-422  
Price: \$1,050 with controller  
Distribution Method: End User,  
OEM  
Number Installed: Under 100  
Date First Installed: 1983  
(See Vendor Profile Page V-3)

ANALOG & DIGITAL  
PERIPHERALS

E-Z-DISC 4  
Disk Diameter: 5 1/4 in.  
Capacity: 2M bytes, Formatted  
Average Access Time: 2 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: RS-232, RS-422  
Price: \$1,100 with controller  
Distribution Method: End User,  
OEM  
Number Installed: Under 100  
Date First Installed: 1983

BERING INDUSTRIES, INC.  
BIRMG 3986

Disk Diameter: 8 in.  
Compatibility: HP 9895  
Capacity: 2.4M bytes, Formatted  
Average Access Time: 174 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$4,593 with controller  
Distribution Method: End User,  
OEM  
Date First Installed: February 1982  
(See Vendor Profile Page V-4)

BERING INDUSTRIES, INC.  
BIRMG 3986

Disk Diameter: 8 in.  
Compatibility: HP 8000, 3000, 1000,  
98XX, 200, 100, 80  
Plug Compatibility: HP 9095A, HP  
11732  
Capacity: 1.2M bytes, Formatted  
Average Access Time: 174 msec  
Mean Time Between Failure: 8,000 hrs

Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: HP-B, ETE-486  
Price: \$2,780 with controller  
Distribution Method: End User,  
OEM, Third-Party  
Date First Installed: August 1983

## CALHNE, INC.

143 M  
Disk Diameter: 8 in.



**Compatibility:** IBM PC, XT, PS/2, AT, Professional, Tandy TRS-80  
Capacity: 2M bytes, Unformatted  
Average Access Time: 75 msec  
Mean Time Between Failures: 8,000 hrs

**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
Price: \$9.75 with controller  
Distribution Method: OEM, Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: 1983

**SHWETEC, INC.**  
**SUPER MINI FLOPPY 330**

Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC, Apple II, II  
Capacity: 2.7M bytes, Formatted  
Average Access Time: 180 msec  
Mean Time Between Failures: 10,000 hrs

**Integral Controller:** No  
Interface: SA 400  
Price: \$495 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 4,000  
Date First Installed: June 1983  
(See Vendor Profile Page V-12)

**ECOM RESEARCH, INC.**  
**TEA-DRIVE 168**

Disk Diameter: 5 1/4 in.  
Compatibility: Apple II, Apple II+  
Capacity: 2M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failures: 8,000 hrs

**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
Price: \$1,495 with controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
Date First Installed: 1983  
(See Vendor Profile Page V-13)

**FORNAT CORP.**

**80 DS 380-HALF HEIGHT**

Disk Diameter: 5 1/4 in.  
Compatibility: Apple II, IBM PC  
Capacity: 1.8M bytes, Formatted  
Average Access Time: 91 msec  
Mean Time Between Failures: 10,000 hrs

**Integral Controller:** No  
Price: \$240 without controller  
Distribution Method: End User  
OEM, Third-Party  
Date First Installed: November 1983  
(See Vendor Profile Page V-14)

**FORNAT CORP.**

**80 DS 380-HALF HEIGHT**

Disk Diameter: 5 1/4 in.  
Compatibility: Apple II, IBM PC  
Capacity: 1M bytes, Formatted  
Average Access Time: 64 msec  
Mean Time Between Failures: 10,000 hrs

**Integral Controller:** No  
Price: \$210 without controller  
Distribution Method: End User  
OEM, Third-Party  
Date First Installed: November 1983

**GRECO SYSTEMS**

**20-48**

Disk Diameter: 5 1/4 in.

**Compatibility:** DEC  
Plug Compatibility: DEC TL08  
Capacity: 1.8M bytes, Formatted  
Average Access Time: 200 msec  
Mean Time Between Failures: 8,000 hrs

**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
Price: \$1,700 with controller  
Distribution Method: End User  
OEM  
Number Installed: Under 100  
Date First Installed: January 1984  
(See Vendor Profile Page V-18)

**GRECO SYSTEMS**

**P06-260 BMMPL**

Disk Diameter: 5 1/4 in.  
Capacity: 2.7M bytes, Formatted  
Average Access Time: 160 msec  
Mean Time Between Failures: 10,000 hrs

**Maximum Drives/Controller:** 1  
**Integral Controller:** Yes  
Price: \$3,000 with controller  
Distribution Method: End User  
OEM, Third-Party  
Number Installed: 400  
Date First Installed: November 1983

**HEATH CO.**

**Z807-41**

Disk Diameter: 8 in.  
Compatibility: Heath 2100  
Capacity: 1.2M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failures: 2  
Integral Controller: Yes

Price: \$1,280 with controller  
Distribution Method: End User  
Third-Party  
(See Vendor Profile Page V-18)

**HEWLETT-PACKARD CO.**

**8080A (DUAL)**

Disk Diameter: 8 in.  
Compatibility: HP Series 80, Series 100, Series 200, 9025T  
Capacity: 2.3M bytes, Formatted  
Average Access Time: 175 msec  
Mean Time Between Failures: 4,000 hrs

**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
Interface: HP-80, IEEE-488  
Price: \$3,910 with controller  
Distribution Method: End User  
Number Installed: 10,000 - 50,000  
(See Vendor Profile Page V-16)

**HEWLETT-PACKARD CO.**

**8080A OPT. 810 (8080.8)**

Disk Diameter: 8 in.  
Compatibility: HP Series 80, Series 100, Series 200, 9025T  
Capacity: 1.1M bytes, Formatted  
Average Access Time: 175 msec  
Mean Time Between Failures: 8,000 hrs

**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
Interface: HP-80  
Price: \$4,260 with controller  
Distribution Method: End User  
Number Installed: 500 - 1,000

**IN-TECH PERIPHERALS CORP.**

**180-48**

Disk Diameter: 5 1/4 in.

Capacity: 1M bytes, Unformatted  
Average Access Time: 3 msec  
Mean Time Between Failures: 20,000 hrs  
Integral Controller: No

Price: \$180 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: Under 100  
Date First Installed: June 1983  
(See Vendor Profile Page V-18)

**IN-TECH PERIPHERALS CORP.**

**180-18**

Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Unformatted  
Mean Time Between Failures: 20,000 hrs  
Integral Controller: No

Interface: MFH  
Price: \$200 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: Under 100

**IN-TECH PERIPHERALS CORP.**

**180-18**

Disk Diameter: 5 1/4 in.  
Capacity: 1.8M bytes, Unformatted  
Integral Controller: No  
Interface: MFH  
Price: \$225 without controller  
Distribution Method: OEM, Third-Party

Number Installed: Under 100  
Date First Installed: August 1983

**IN-TECH PERIPHERALS CORP.**

**180-80**

Disk Diameter: 5 1/4 in.  
Capacity: 1.8M bytes, Formatted  
Mean Time Between Failures: 20,000 hrs  
Integral Controller: No  
Interface: MFH  
Price: \$180 without controller  
Distribution Method: OEM, Third-Party

Number Installed: Under 100  
Date First Installed: July 1983

**IN-TECH PERIPHERALS CORP.**

**180-80**

Disk Diameter: 5 1/4 in.  
Compatibility: Honeywell DPS-6  
Capacity: 1M bytes, Formatted  
Average Access Time: 275 msec  
Mean Time Between Failures: 2  
Integral Controller: No

Interface: Shugart SA 400  
Price: \$1,100 without controller  
Distribution Method: End User, Third-Party  
Date First Installed: April 1982  
(See Vendor Profile Page V-16)

**IN-TECH PERIPHERALS CORP.**

**180-80**

Disk Diameter: 8 in.  
Compatibility: IBM Series1  
Capacity: 1.2M bytes, Formatted  
Price: \$1,635 without controller  
Distribution Method: End User  
(See Vendor Profile Page V-17)

**IN-TECH PERIPHERALS CORP.**

**180-80**

Disk Diameter: 8 in.

**Compatibility:** HP 9831, 9833, 9835, 9840  
Capacity: 1M bytes, Unformatted  
Transfer Rate: 20K tps  
Average Access Time: 28 msec  
Integral Controller: No

Price: \$3,450 without controller  
Distribution Method: End User  
OEM  
Number Installed: 100  
Date First Installed: September 1982  
(See Vendor Profile Page V-18)

**IN-TECH PERIPHERALS CORP.**

**180-18**

Disk Diameter: 8 in.  
Capacity: 2.3M bytes, Formatted  
Mean Time Between Failures: 8,000 hrs  
Integral Controller: Yes

Interface: RS-232C, P80  
Price: \$3,000 to \$5,500 with controller  
Distribution Method: End User  
OEM

**IN-TECH PERIPHERALS CORP.**

**180-18**

Number Installed: Under 100  
Date First Installed: January 1982  
(See Vendor Profile Page V-18)

**IN-TECH PERIPHERALS CORP.**

**180-18**

Disk Diameter: 8 in.  
Capacity: 2.3M bytes, Formatted  
Mean Time Between Failures: 8,000 hrs  
Integral Controller: Yes

Interface: RS-232C  
Price: \$3,500 to \$5,500 with controller  
Distribution Method: End User  
OEM

**IN-TECH PERIPHERALS CORP.**

**180-18**

Number Installed: Under 100  
Date First Installed: April 1983

**IN-TECH PERIPHERALS CORP.**

**180-18**

Disk Diameter: 8 in.  
Compatibility: Apple II+  
Capacity: 2.4M bytes, Formatted  
Average Access Time: 91 msec  
Mean Time Between Failures: 4  
Integral Controller: No

Interface: Shugart  
Price: \$1,325 with controller  
Distribution Method: End User  
Number Installed: 500 - 1,000  
Date First Installed: 1979  
(See Vendor Profile Page V-20)

**IN-TECH PERIPHERALS CORP.**

**180-18**

Disk Diameter: 8 in.  
Compatibility: Apple II+  
Capacity: 1.2M bytes, Formatted  
Average Access Time: 260 msec  
Mean Time Between Failures: 4  
Integral Controller: No

Interface: Shugart  
Price: \$1,325 with controller  
Number Installed: 500 - 1,000  
Date First Installed: 1979

**IN-TECH PERIPHERALS CORP.**

**1115-18**

Disk Diameter: 5 1/4 in.

Plug Compatibility: Shugart SA 400,

## Floppy Disk Drives

1M to 3M Bytes

**Micropolis 1015-N**  
Capacity: 1M bytes, Unformatted  
Average Access Time: 150 msec  
Mean Time Between Failure: 8,500 hrs  
Maximum Drive/Controller: 4  
Integral Controller: No  
Interface: SMD  
Price: \$240 without controller  
Distribution Method: OEM, Third-Party  
(See Vendor Profile Page V-22)

**MICROPOLIS CORP.**  
1117-W  
Disk Diameter: 5 1/4 in.  
Capacity: 2M bytes, Unformatted  
Average Access Time: 180 msec  
Mean Time Between Failure: 8,500 hrs  
Integral Controller: No  
Interface: Shugart SA 400  
Price: \$200 without controller  
Distribution Method: OEM  
Number Installed: 10,000 - 50,000  
Date First Installed: September 1982

**MITSUBISHI ELECTRONICS AMERICA, INC.**  
MS284-43  
Disk Diameter: 8 in.  
Capacity: 1.8M bytes, Unformatted  
Average Access Time: 91 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: No  
Interface: SA 800 Series  
Price: \$450 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: 1980  
(See Vendor Profile Page V-22)

**MITSUBISHI ELECTRONICS AMERICA, INC.**  
MS285-43  
Disk Diameter: 8 in.  
Capacity: 1.8M bytes, Unformatted  
Average Access Time: 87 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: No  
Interface: Shugart SA 800 Series  
Price: \$450 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 100,000  
Date First Installed: August 1982

**MITSUBISHI ELECTRONICS AMERICA, INC.**  
MS452  
Disk Diameter: 5 1/4 in.  
Capacity: 1.8M bytes, Formatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: No  
Interface: Shugart SA 400  
Price: \$250 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 100,000  
Date First Installed: March 1982

**MITSUBISHI ELECTRONICS AMERICA, INC.**  
MS453  
Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Formatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: No  
Interface: Shugart SA 400  
Price: \$250 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 100,000  
Date First Installed: March 1982

Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: No  
Interface: Shugart SA 400  
Price: \$250 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: More than 50,000  
Date First Installed: March 1982

**MITSUBISHI ELECTRONICS AMERICA, INC.**  
MS454  
Disk Diameter: 5 1/4 in.  
Capacity: 1.8M bytes, Unformatted  
Average Access Time: 91 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: No  
Interface: Shugart SA 400  
Price: \$300 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 25,000  
Date First Installed: August 1982

**MITSUBISHI ELECTRONICS AMERICA, INC.**  
MS455  
Disk Diameter: 5 1/4 in.  
Capacity: 2M bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: No  
Interface: Shugart SA 400  
Price: \$320 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: March 1983

**MITSUBISHI ELECTRONICS AMERICA, INC.**  
MF351  
Disk Diameter: 3 1/2 in.  
Capacity: 1M bytes, Formatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: No  
Interface: Shugart SA 400  
Price: \$400 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1984

**NEC**  
42  
Disk Diameter: 8 in.  
Capacity: 1.8M bytes, Formatted  
Average Access Time: 177 msec  
Mean Time Between Failure: 6,200 hrs  
Integral Controller: No  
Interface: And  
Price: \$300 without controller  
Distribution Method: Third-Party  
Number Installed: 30,000  
Date First Installed: October 1982  
(See Vendor Profile Page V-23)

**NEC**  
51  
Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Formatted

Average Access Time: 120 msec  
Mean Time Between Failure: 6,200 hrs  
Integral Controller: No  
Interface: And  
Price: \$200 to \$218 without controller  
Distribution Method: Third-Party  
Number Installed: 40,000  
Date First Installed: December 1980

**NEC**  
325  
Disk Diameter: 3 1/2 in.  
Capacity: 1M bytes, Unformatted  
Average Access Time: 175 msec  
Mean Time Between Failure: 12,000 hrs  
Integral Controller: No  
Interface: And  
Price: \$228 without controller  
Distribution Method: Third-Party  
Date First Installed: January 1984

**NEC**  
362  
Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Formatted  
Average Access Time: 120 msec  
Mean Time Between Failure: 6,200 hrs  
Integral Controller: No  
Interface: And  
Price: \$190 without controller  
Distribution Method: Third-Party  
Number Installed: 1,000  
Date First Installed: April 1983

**NEC CORP.**  
7046  
Disk Diameter: 8 in.  
Compatibility: NCR 9000, 9010  
Capacity: 1M bytes, Formatted  
Average Access Time: 96 msec  
Integral Controller: No  
Price: \$3,500 without controller  
Distribution Method: End User  
Date First Installed: 1982  
(See Vendor Profile Page V-23)

**NEC INFORMATION SYSTEMS**  
FD1183  
Disk Diameter: 5 1/4 in.  
Capacity: 1.8M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 34,000 hrs  
Maximum Drive/Controller: 1  
Integral Controller: Yes  
Price: \$525 with controller  
Distribution Method: OEM, Third-Party  
Date First Installed: June 1982  
(See Vendor Profile Page V-24)

**NISSAN SANJO AMERICA, LTD.**  
PS 354  
Disk Diameter: 3 1/2 in.  
Capacity: 1M bytes, Unformatted  
Average Access Time: 34 msec  
Mean Time Between Failure: 6,000 hrs  
Integral Controller: No  
Interface: Shugart SA 400  
Price: \$195 without controller  
Distribution Method: OEM  
Number Installed: Under 150  
Date First Installed: June 1984

(See Vendor Profile Page V-24)  
**NISSAN SANJO AMERICA, LTD.**  
PS 356 SERIES  
Disk Diameter: 5 1/4 in.  
Plug Compatibility: Shugart  
Capacity: 1M bytes, Unformatted  
Transfer Rate: 250K bps  
Average Access Time: 90 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: No  
Interface: Shugart SA 400  
Price: \$200 without controller  
Distribution Method: OEM  
Date First Installed: January 1983

**PERISA, INC.**  
277  
Disk Diameter: 8 in.  
Capacity: 1.5M bytes, Unformatted  
Mean Time Between Failure: 4,000 hrs  
Maximum Drive/Controller: 8  
Integral Controller: Yes  
Price: \$1,150 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: 1975  
(See Vendor Profile Page V-26)

**PERISA, INC.**  
277 BOLD SPEED  
Disk Diameter: 8 in.  
Capacity: 1.5M bytes, Unformatted  
Average Access Time: 33 msec  
Mean Time Between Failure: 4,000 hrs  
Integral Controller: No  
Interface: Perisa  
Price: \$1,085 without controller  
Distribution Method: OEM  
Number Installed: 10,000 - 50,000  
Date First Installed: June 1975

**PERISA, INC.**  
2996  
Disk Diameter: 8 in.  
Capacity: 3M bytes, Unformatted  
Mean Time Between Failure: 4,000 hrs  
Maximum Drive/Controller: 8  
Integral Controller: Yes  
Price: \$1,085 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: 1977

**PHILIPS PERIPHERALS, INC.**  
33114  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Plug Compatibility: Shugart SA 400, SA 450  
Capacity: 1.8M bytes, Unformatted  
Mean Time Between Failure: 10,000 hrs  
Maximum Drive/Controller: 4  
Integral Controller: No  
Distribution Method: OEM, Third-Party  
Number Installed: More than 50,000  
Date First Installed: January 1980  
(See Vendor Profile Page V-26)

**PHILIPS PERIPHERALS, INC.**  
33115  
Disk Diameter: 5 1/4 in.

**Plug Compatibility:** Shugart SA 800  
Capacity: 1.8M bytes, Unformatted  
Mean Time Between Failures:  
10,000 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: No  
Interface: Anal Floppy  
Distribution Method: OEM, Third-Party  
Date First Installed: October 1983

**PHILIPS PERIPHERALS, INC.**  
33118  
Disk Diameter: 5 1/4 in.  
Capacity: 1.8M bytes, Unformatted  
Average Access Time: 95 msec  
Mean Time Between Failures:  
10,000 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: No  
Interface: Anal Floppy  
Distribution Method: OEM, Third-Party  
Date First Installed: October 1983

**PHILIPS PERIPHERALS, INC.**  
33134  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC, PCjr  
Capacity: 1M bytes, Unformatted  
Mean Time Between Failures:  
10,000 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: No  
Interface: Anal  
Distribution Method: OEM, Third-Party  
Date First Installed: June 1983

**PHILIPS PERIPHERALS, INC.**  
33138  
Disk Diameter: 5 1/4 in.  
Capacity: 1.8M bytes, Unformatted  
Mean Time Between Failures:  
10,000 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: No  
Interface: Anal Floppy  
Distribution Method: OEM, Third-Party  
Date First Installed: October 1983

**SHALOVY PERIPHERALS - DATA SYSTEMS DIVISION**  
030 446  
Disk Diameter: 8 in.  
Compatibility: DEC  
Capacity: 1M bytes, Formatted  
Average Access Time: 208 msec  
Mean Time Between Failures:  
10,000 hrs.  
Maximum Drive/Controller: 2  
Integral Controller: Yes  
Interface: Disk  
Price: \$3,895 with controller  
Distribution Method: End User, OEM  
Number Installed: 1,000  
Date First Installed: 1979  
(See Vendor Profile Page V-28)

**SUNW COMP.**  
QUMTRAK 342  
Disk Diameter: 8 in.  
Capacity: 1.8M bytes, Unformatted  
Average Access Time: 91 msec  
Mean Time Between Failures: 8,500 hrs.

**Maximum Drive/Controller: 4**  
Integral Controller: No  
Interface: Anal X3.86  
Price: \$415 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000  
(See Vendor Profile Page V-28)

**SUNW COMP.**  
QUMTRAK 345  
Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Unformatted  
Average Access Time: 95 msec  
Mean Time Between Failures: 8,500 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: No  
Interface: Anal X3.86  
Price: \$315 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000

**SUNW COMP.**  
QUMTRAK 348  
Disk Diameter: 5 1/4 in.  
Capacity: 1.8M bytes, Unformatted  
Average Access Time: 81 msec  
Mean Time Between Failures: 8,500 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: No  
Interface: Anal X3.86  
Price: \$445 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000

**SHUGART CORP.**  
475  
Disk Diameter: 5 1/4 in.  
Capacity: 1.8M bytes, Unformatted  
Average Access Time: 91 msec  
Mean Time Between Failures:  
10,000 hrs.  
Integral Controller: No  
Price: \$190 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: June 1984  
(See Vendor Profile Page V-31)

**SHUGART CORP.**  
SHUGART 358  
Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Unformatted  
Average Access Time: 128 msec  
Mean Time Between Failures:  
10,000 hrs.  
Integral Controller: No  
Interface: SCSI, SAS, ST-506  
Distribution Method: OEM

**SHUGART CORP.**  
SHUGART 366  
Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failures:  
10,000 hrs.  
Distribution Method: OEM  
Date First Installed: October 1982

**SONY CONSUMER ELECTRONICS CO.**  
CA-0327W  
Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Unformatted  
Average Access Time: 350 msec  
Mean Time Between Failures: 8,000 hrs.

**Maximum Drive/Controller: 4**  
Integral Controller: No  
Interface: Sony  
Price: \$300 without controller  
Distribution Method: OEM  
Number Installed: 100 - 500  
Date First Installed: October 1983  
(See Vendor Profile Page V-30)

**SONY CONSUMER ELECTRONICS CO.**  
CA-0327W  
Disk Diameter: 5 1/4 in.  
Capacity: 1.8M bytes, Unformatted  
Average Access Time: 350 msec  
Mean Time Between Failures: 8,000 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: No  
Price: \$300 without controller  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1984

**TARDEC CORP.**  
TC 1000  
Disk Diameter: 5 1/4 in.  
Capacity: 1.8M bytes, Formatted  
Average Access Time: 175 msec  
Mean Time Between Failures:  
12,000 hrs.  
Integral Controller: No  
Price: \$255 without controller  
Distribution Method: End User, Third-Party  
Date First Installed: December 1983  
(See Vendor Profile Page V-32)

**TARDEC CORP.**  
TMS1  
Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Unformatted  
Average Access Time: 90 msec  
Mean Time Between Failures:  
10,000 hrs.  
Integral Controller: No  
Distribution Method: OEM  
Date First Installed: March 1983  
(See Vendor Profile Page V-32)

**TARDEC CORP.**  
TMS10-4  
Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Unformatted  
Average Access Time: 9 msec  
Mean Time Between Failures: 8,000 hrs.  
Integral Controller: No  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: June 1979

**TARDEC CORP.**  
TMS10-4  
Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failures: 8,000 hrs.  
Integral Controller: No  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: June 1979

**Mean Time Between Failures:**  
10,000 hrs.  
Integral Controller: No  
Distribution Method: OEM  
Date First Installed: April 1981

**TEAC CORP. OF AMERICA**  
FD54-F  
Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failures:  
10,000 hrs.  
Integral Controller: No  
Interface: 34 Pin Connect  
Price: \$250 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: More than 50,000  
Date First Installed: September 1983  
(See Vendor Profile Page V-34)

**TEAC CORP. OF AMERICA**  
FD54-G  
Disk Diameter: 5 1/4 in.  
Capacity: 1.8M bytes, Unformatted  
Average Access Time: 91 msec  
Mean Time Between Failures:  
10,000 hrs.  
Integral Controller: No  
Interface: 34 Pin Connect  
Price: \$300 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: June 1983

**VR DATA CORP.**  
TMS200 100-1  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC, Tandy TRS 80, TRS 80II, TRS 80III  
Capacity: 1.8M bytes, Formatted  
Average Access Time: 75 msec  
Mean Time Between Failures: 8,000 hrs.  
Integral Controller: No  
Price: \$250 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: 1981  
(See Vendor Profile Page V-36)

**WORLD STORAGE TECHNOLOGY**  
W0021-4  
Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failures: 8,000 hrs.  
Integral Controller: No  
Interface: Anal X379.2  
Price: \$955 without controller  
Distribution Method: OEM  
Number Installed: 40,000  
Date First Installed: November 1981  
(See Vendor Profile Page V-37)

**WORLD STORAGE TECHNOLOGY**  
W0022-4  
Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Unformatted  
Average Access Time: 94 msec

# Floppy Disk Drives

1M to 3M Bytes • 512K to 999K Bytes

Distribution Method: OEM  
Date First Installed: June 1984

## ZENITH DATA SYSTEMS

ZENITH 2-397-41

Disk Diameter: 5 in.

Compatibility: Zenith 2-100

Plug Compatibility: IBM 3740

Capacity: 1.3M bytes, Unformatted

Average Access Time: 90 msec

Integral Controller: No

Interface: Zenith 5320

Price: \$1,299 without controller

Distribution Method: End User

OEM, Third-Party

Date First Installed: April 1983

(See Vendor Profile Page V-37)

## ZENITH DATA SYSTEMS

ZENITH 2-397-48

Disk Diameter: 5 in.

Compatibility: Zenith 2-100

Plug Compatibility: IBM 3740

Capacity: 1.3M bytes, Unformatted

Average Access Time: 90 msec

Integral Controller: No

Interface: Zenith 5320

Price: \$2,299 without controller

Distribution Method: End User

OEM, Third-Party

Date First Installed: April 1983

## 512K- to 800K-Byte Capacity

## GALISS, INC.

142-B

Disk Diameter: 8 in.

Capacity: 800K bytes, Unformatted

Average Access Time: 8 msec

Mean Time Between Failure: 77,000 hrs

Maximum Drives/Controller: 4

Integral Controller: No

Price: \$550 without controller

Distribution Method: End User

OEM

Number Installed: 1,000 - 5,000

Date First Installed: 1974

(See Vendor Profile Page V-9)

## GALISS, INC.

143-B

Disk Diameter: 8 in.

Capacity: 800K bytes, Unformatted

Average Access Time: 8 msec

Mean Time Between Failure: 77,000 hrs

Maximum Drives/Controller: 4

Integral Controller: No

Price: \$510 without controller

Distribution Method: End User

OEM

Number Installed: More than 50,000

Date First Installed: 1977

## GALISS, INC.

942-B

Disk Diameter: 8 in.

Compatibility: DEC POP-8, POP-11, LS-11

Plug Compatibility: DEC RCU1, DEC RCU2

Capacity: 800K bytes, Unformatted

Average Access Time: 8 msec

Mean Time Between Failure: 77,000 hrs

Maximum Drives/Controller: 4

Integral Controller: No

Price: \$495 without controller

Distribution Method: End User

Number Installed: 1,000 - 5,000

Date First Installed: 1974

(See Vendor Profile Page V-10)

## ORIS MICROTECH, INC.

345-3

Disk Diameter: 3 1/2 in.

Compatibility: Commodore CBA, Flossini

Capacity: 362K bytes, Formatted

Average Access Time: 30 msec

Mean Time Between Failure: 10,000 hrs

Maximum Drives/Controller: 4

Integral Controller: No

Price: \$895 without controller

Distribution Method: OEM, Third-Party

Number Installed: Under 100

Date First Installed: June 1978

(See Vendor Profile Page V-8)

## ORIS MICROTECH, INC.

548-2

Disk Diameter: 5 1/4 in.

Compatibility: Commodore CBA, Flossini

Capacity: 362K bytes, Formatted

Average Access Time: 30 msec

Mean Time Between Failure: 10,000 hrs

Maximum Drives/Controller: 4

Integral Controller: No

Price: \$895 without controller

Distribution Method: OEM

Number Installed: Under 100

Date First Installed: June 1978

(See Vendor Profile Page V-8)

## CONTROL DATA CORP.

CDC 8448

Disk Diameter: 8 in.

Capacity: 800K bytes, Unformatted

Average Access Time: 275 msec

Mean Time Between Failure: 8,000 hrs

Maximum Drives/Controller: 4

Integral Controller: No

Distribution Method: OEM

Number Installed: 10,000 - 50,000

(See Vendor Profile Page V-8)

## DATAMAX

DATAMAX QPS-1

Disk Diameter: 5 1/4 in.

Compatibility: Datamax UM-1

Datamax UM-10

Capacity: 770K bytes, Formatted

Average Access Time: 250 msec

Maximum Drives/Controller: 8

Integral Controller: Yes

Price: \$1,865 with controller

Distribution Method: End User

Third-Party

Number Installed: Under 100

Date First Installed: January 1983

(See Vendor Profile Page V-10)

## INTEPHONE CORP.

8449

Disk Diameter: 5 1/4 in.

Compatibility: Commodore 64

Plug Compatibility: Octaphone

Capacity: 362K bytes, Formatted

Maximum Drives/Controller: 2

Integral Controller: Yes

Distribution Method: End User

Number Installed: Under 100

(See Vendor Profile Page V-10)

## INITIAL EQUIPMENT CORP.

DEC A386

Disk Diameter: 5 1/4 in.

Compatibility: DEC Decimate 1

Hardware 10, Professionals, Micro

POP

Capacity: 800K bytes, Unformatted

Average Access Time: 164 msec

Maximum Drives/Controller: 2

Integral Controller: Yes

Price: \$895 with controller

Distribution Method: End User

OEM, Third-Party

Number Installed: More than 50,000

Date First Installed: September 1982

(See Vendor Profile Page V-10)

## HEWLETT-PACKARD CO.

81310 (DUAL)

Disk Diameter: 3 1/2 in.

Compatibility: HP Series 80, Series

100, Series 200, 1000

Capacity: 542K bytes, Formatted

Average Access Time: 415 msec

Mean Time Between Failure: 20,000 hrs

Maximum Drives/Controller: 2

Integral Controller: Yes

Interface: HP-8

Price: \$1,775 with controller

Distribution Method: End User

Number Installed: 15,000 - 50,000

(See Vendor Profile Page V-10)

## HEWLETT-PACKARD CO.

82918 (DUAL)

Disk Diameter: 5 1/4 in.

Compatibility: HP Series 80, Series

100, Series 200

Capacity: 542K bytes, Formatted

Average Access Time: 415 msec

Mean Time Between Failure: 8 hrs

Maximum Drives/Controller: 4

Integral Controller: Yes

Interface: HP-8

Price: \$2,235 with controller

Distribution Method: End User

Number Installed: 15,000 - 50,000

(See Vendor Profile Page V-10)

## MICRO-BICI

A-143

Disk Diameter: 5 1/4 in.

Compatibility: Apple II

Plug Compatibility: Apple Disk II

Capacity: 372K bytes, Formatted

Average Access Time: 18 msec

Mean Time Between Failure: 8,500 hrs

Maximum Drives/Controller: 3

Integral Controller: Yes

Interface: Apple DCR

Price: \$628 without controller

Distribution Method: Third-Party

Number Installed: 1,000 - 5,000

Date First Installed: June 1982

(See Vendor Profile Page V-22)

## MICRO-BICI

PRO-148

Disk Diameter: 5 1/4 in.

Compatibility: Commodore 64

Plug Compatibility: Commodore

Capacity: 372K bytes, Formatted

Average Access Time: 5 msec

Mean Time Between Failure: 8,500

hrs

Maximum Drives/Controller: 4

Integral Controller: Yes

Interface: Parallel

Price: \$558 without controller

Distribution Method: Third-Party

Date First Installed: September 1983

## BNP

411

Disk Diameter: 8 in.

Capacity: 800K bytes, Formatted

Average Access Time: 177 msec

Mean Time Between Failure: 9,000

hrs

Integral Controller: No

Interface: Anal

Price: \$250 to \$265 without

controller

Distribution Method: Third-Party

Number Installed: 10,000

Date First Installed: January 1983

(See Vendor Profile Page V-28)

## PERSONAL MICRO

COMPUTERS, INC.

PDO 422

Disk Diameter: 5 1/4 in.

Capacity: 800K bytes, Formatted

Average Access Time: 50 msec

Mean Time Between Failure: 10,000 hrs

Maximum Drives/Controller: 4

Integral Controller: Yes

Interface: Ser

Price: \$735 without controller

Distribution Method: End User

Third-Party

Number Installed: 5,000 - 10,000

Date First Installed: 1983

(See Vendor Profile Page V-28)

## RAMA SYSTEMS

ELITE THREE

Disk Diameter: 5 1/4 in.

Plug Compatibility: Apple Disk

Format II (LSD)

Capacity: 668K bytes,

Unformatted

Average Access Time: 150 msec

Mean Time Between Failure: 8,300

hrs

Maximum Drives/Controller: 4

Integral Controller: Yes

Price: \$649 without controller

Distribution Method: Third-Party

Number Installed: 1,000 - 5,000

Date First Installed: February 1982

(See Vendor Profile Page V-38)

## SONY COMMUNICATIONS

PROFESSIONALS

888-7812A

Disk Diameter: 5 1/4 in.

Capacity: 500K bytes, Formatted

Average Access Time: 365 msec

Mean Time Between Failure: 8,500

hrs

Maximum Drives/Controller: 4

Integral Controller: Yes

Price: \$450 without controller

Distribution Method: Third-Party

**STANBURY CONTROLS, INC.****(B.C.I.)****MICRO-80-4143**

Disk Diameter: 5 1/4 in.  
Compatibility: Apple II  
Capacity: 572K bytes, Formatted  
Average Access Time: 5 msec  
Mean Time Between Failure: 9,500 hrs

Interface: Apple GCR  
Price: \$659 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 1,500 - 5,000  
Date First Installed: April 1982  
(See Vendor Profile Page V-35)

**TANDON CORP.****T819**

Disk Diameter: 5 1/4 in.  
Capacity: 875K bytes, Formatted  
Average Access Time: 10 msec  
Mean Time Between Failure: 8,000 hrs

Distribution Method: OEM  
Date First Installed: March 1983  
(See Vendor Profile Page V-35)

**TANDON CORP.****T8160-1**

Disk Diameter: 8 in.  
Capacity: 800K bytes, Unformatted  
Average Access Time: 31 msec  
Mean Time Between Failure: 10,000 hrs  
Distribution Method: OEM  
Date First Installed: April 1981

**TRAK MICROCOMPUTER****COM-PC**

PC-2  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Capacity: 720K bytes, Unformatted  
Average Access Time: 100 msec  
Mean Time Between Failure: 10,000 hrs

Maximum Drives/Controller: 4  
Interface: Atari  
Price: \$399 without controller  
Distribution Method: Third-Party  
Number Installed: 500  
Date First Installed: January 1983  
(See Vendor Profile Page V-35)

**WESTERN TELEMETRIC, INC.****MR-1416K**

Disk Diameter: 5 1/4 in.  
Capacity: 815K bytes, Formatted  
Average Access Time: 12 msec  
Mean Time Between Failure: 5,000 hrs

Integral Controller: Yes  
Interface: RS-232  
Price: \$1,295 with controller  
Distribution Method: End User, OEM, Third-Party  
Number Installed: 300 - 1,000  
Date First Installed: April 1982  
(See Vendor Profile Page V-37)

**AEROCOMP, INC.****40 TRACK DOUBLE-SIDED****COMPLETE**

Disk Diameter: 5 1/4 in.  
Compatibility: Tandy TRS-80, IBM PC, TI 99-4A  
Capacity: 250K bytes, Formatted  
Mean Time Between Failure: 10,000 hrs

Integral Controller: No  
Price: \$279 without controller  
Distribution Method: End User  
Number Installed: 10,000 - 50,000  
(See Vendor Profile Page V-1)

**AEROCOMP, INC.****40 TRACK SINGLE-SIDED PUMPI****COMPLETE**

Disk Diameter: 5 1/4 in.  
Compatibility: Tandy TRS-80, IBM PC, TI 99-4A  
Capacity: 125K bytes, Unformatted  
Mean Time Between Failure: 10,000 hrs

Integral Controller: No  
Price: \$239 without controller  
Distribution Method: End User  
Number Installed: 10,000 - 50,000

**AEROCOMP, INC.****40 TRACK SINGLE-SIDED****COMPLETE**

Disk Diameter: 5 1/4 in.  
Compatibility: Tandy TRS-80, IBM PC, TI 99-4A  
Capacity: 125K bytes, Unformatted  
Mean Time Between Failure: 10,000 hrs

Integral Controller: No  
Price: \$199 without controller  
Distribution Method: End User  
Number Installed: 10,000 - 50,000

**AEROCOMP, INC.****80 TRACK PUMPI****COMPLETE**

Disk Diameter: 5 1/4 in.  
Compatibility: Tandy TRS-80, IBM PC, TI 99-4A  
Capacity: 250K bytes, Formatted  
Mean Time Between Failure: 10,000 hrs

Integral Controller: No  
Price: \$239 without controller  
Distribution Method: End User  
Number Installed: 10,000 - 50,000

**AEROCOMP, INC.****80 TRACK DOUBLE-SIDED****COMPLETE**

Disk Diameter: 5 1/4 in.  
Compatibility: Tandy TRS-80, IBM PC, TI 99-4A  
Capacity: 500K bytes, Formatted  
Mean Time Between Failure: 10,000 hrs

Integral Controller: No  
Price: \$179 without controller  
Distribution Method: End User  
Number Installed: 10,000 - 50,000

**AEROCOMP, INC.****80 TRACK SINGLE-SIDED****COMPLETE**

Disk Diameter: 5 1/4 in.  
Compatibility: Tandy TRS-80, IBM PC, TI 99-4A  
Capacity: 250K bytes, Formatted  
Mean Time Between Failure: 10,000 hrs

Integral Controller: No  
Price: \$269 without controller  
Distribution Method: End User  
Number Installed: 10,000 - 50,000

**ALBIL TECHNOLOGY, INC.****PD0-818**

Disk Diameter: 5 1/4 in.  
Compatibility: Apple II  
Capacity: 250K bytes, Formatted  
Mean Time Between Failure: 8,000 hrs

Integral Controller: No  
Price: \$130 without controller  
Distribution Method: Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: March 1983  
(See Vendor Profile Page V-1)

**AMDEK****AMDEK II**

Disk Diameter: 3 in.  
Compatibility: Apple II  
Capacity: 143K bytes, Formatted  
Mean Time Between Failure: 8,000 hrs

Integral Controller: No  
Price: \$298 without controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
Date First Installed: July 1983  
(See Vendor Profile Page V-2)

**AMDEK****AMDEK II**

Disk Diameter: 3 in.  
Compatibility: IBM PC, Tandy Color Computer  
Capacity: 500K bytes, Unformatted  
Average Access Time: 55 msec  
Mean Time Between Failure: 8,000 hrs

Integral Controller: No  
Interface: Shugart 515  
Price: \$499 without controller  
Distribution Method: Third-Party  
Number Installed: 250  
Date First Installed: 1983

Integral Controller: No  
Interface: Shugart 515  
Price: \$499 without controller  
Distribution Method: Third-Party  
Number Installed: 250  
Date First Installed: 1983

**AMDEK****AMDEK V**

Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Capacity: 500K bytes, Unformatted  
Average Access Time: 82 msec  
Mean Time Between Failure: 8,000 hrs

Integral Controller: No  
Interface: Shugart SA 450  
Price: \$325 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 10,000  
Date First Installed: June 1983

Integral Controller: No  
Interface: Apple  
Distribution Method: Third-Party  
Number Installed: More than 50,000  
(See Vendor Profile Page V-3)

**AMERICAN NITAC CORP.****MATE II**

Disk Diameter: 5 1/4 in.  
Compatibility: Apple II, II+, IIe  
Plug Compatibility: Apple Disk II  
Capacity: 758K bytes, Unformatted  
Average Access Time: 5 msec  
Mean Time Between Failure: 8,500 hrs

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$529 without controller; \$629 with controller

Distribution Method: End User  
Number Installed: 500 - 1,000  
Date First Installed: 1982  
(See Vendor Profile Page V-3)

**ANALOG & SERIAL****PERIPHERALS**

E-2-08C-1  
Disk Diameter: 5 1/4 in.  
Capacity: 250K bytes, Formatted  
Average Access Time: 3 msec  
Mean Time Between Failure: 10,000 hrs

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: RS-232, RS-422  
Price: \$550 with controller  
Distribution Method: End User, OEM  
Number Installed: 100 - 500  
Date First Installed: 1983  
(See Vendor Profile Page V-3)

**ANALOG & SERIAL****PERIPHERALS**

E-2-08C-2  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Formatted  
Average Access Time: 2 msec  
Mean Time Between Failure: 10,000 hrs

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: RS-232, RS-422  
Price: \$550 with controller  
Distribution Method: End User, OEM  
Number Installed: Under 100  
Date First Installed: 1983

**APPLE COMPUTER, INC.****DISK II**

Disk Diameter: 5 1/4 in.  
Compatibility: Apple II  
Capacity: 140K bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs

Maximum Drives/Controller: 2  
Integral Controller: No  
Interface: Apple  
Number Installed: More than 50,000  
(See Vendor Profile Page V-3)

**APPLE COMPUTER, INC.****DISK II**

Disk Diameter: 5 1/4 in.  
Compatibility: Apple II  
Capacity: 140K bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs

Maximum Drives/Controller: 2  
Integral Controller: No  
Interface: Apple  
Number Installed: More than 50,000  
(See Vendor Profile Page V-3)

**APPLE COMPUTER, INC.****DISK II**

Disk Diameter: 5 1/4 in.  
Compatibility: Apple II  
Capacity: 140K bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs

Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: Apple  
Distribution Method: Third-Party  
Number Installed: More than 50,000

**AYAN, INC.****1880**

Disk Diameter: 5 1/4 in.  
Compatibility: Atari  
Capacity: 80K bytes, Formatted  
Average Access Time: 25 msec  
Mean Time Between Failure: 4  
Integral Controller: Yes  
Interface: Atari 30  
Price: \$450 with controller

**Capacities Under  
512K Bytes**

## Floppy Disk Drives

Under 512K Bytes

Distribution Method: Third-Party  
Date First Installed: May 1983  
(See Vendor Profile Page V-3)

**ORIS MICROTECH, INC.**  
348-1  
Disk Diameter: 5 1/4 in.  
Compatibility: Commodore CBM  
Footwell  
Capacity: 288K bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$595 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: Under 100  
Date First Installed: June 1978  
(See Vendor Profile Page V-6)

**ORIS MICROTECH, INC.**  
348-1  
Disk Diameter: 5 1/4 in.  
Compatibility: Commodore CBM  
Footwell  
Capacity: 288K bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$595 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: Under 100  
Date First Installed: June 1978  
(See Vendor Profile Page V-6)

**ORIS MICROTECH, INC.**  
877-1  
Disk Diameter: 5 in.  
Compatibility: Commodore CBM  
Footwell  
Capacity: 512K bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$1,095 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: Under 100  
Date First Installed: June 1978  
(See Vendor Profile Page V-6)

**ORIS MICROTECH, INC.**  
887-1  
Disk Diameter: 5 in.  
Compatibility: Commodore 64  
Capacity: 512K bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$1,095 without controller  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: April 1983  
(See Vendor Profile Page V-6)

**C. FIVE ELECTRONICS**  
YO-425/823  
Disk Diameter: 3 1/2 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 56 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No

Distribution Method: OEM  
Date First Installed: July 1984  
(See Vendor Profile Page V-8)

**COLICO INDUSTRIES, INC.**  
ADAM DISK DRIVE  
Disk Diameter: 5 1/4 in.  
Compatibility: Colico Adam  
Capacity: 160K bytes, Formatted  
Average Access Time: 272 msec  
Mean Time Between Failure: 8,200 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$250 with controller  
Distribution Method: End User  
Third-Party  
Date First Installed: August 1984  
(See Vendor Profile Page V-7)

**COMMOBONE BUSINESS**  
MAKERS, INC.  
C1541  
Disk Diameter: 5 1/4 in.  
Capacity: 120K bytes, Formatted  
(See Vendor Profile Page V-7)

**COMDEX INTERNATIONAL**  
COMORIVE CR-100  
Disk Diameter: 5 1/4 in.  
Capacity: 160K bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$599 with controller  
Distribution Method: Third-Party  
Date First Installed: 1983  
(See Vendor Profile Page V-8)

**CONTROL DATA CORP.**  
COC 8408  
Disk Diameter: 5 1/4 in.  
Capacity: 250K bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$150 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: More than 50,000  
(See Vendor Profile Page V-8)

**CONTROL DATA CORP.**  
COC 8409  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$150 without controller  
Distribution Method: OEM

**CONTROL DATA CORP.**  
COC 8409  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$150 without controller  
Distribution Method: OEM

**CONTROL DATA CORP.**  
COC 8409  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$150 without controller  
Distribution Method: OEM

Date First Installed: 1983

**CONDENSED, INC.**  
COP  
Disk Diameter: 5 1/4 in.  
Capacity: 350K bytes, Formatted  
Average Access Time: 150 msec  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$1,295 without controller;  
\$2,135 with controller  
Distribution Method: OEM, Third-Party  
Number Installed: 100 - 500  
Date First Installed: January 1981  
(See Vendor Profile Page V-8)

**OCTAPHONE CORP.**  
8430  
Disk Diameter: 5 1/4 in.  
Compatibility: Octaphone  
Capacity: 237K bytes, Formatted  
Mean Time Between Failure: 4,368 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Distribution Method: End User  
Number Installed: Under 100  
(See Vendor Profile Page V-17)

**EPSON AMERICA, INC.**  
PORTABLE DISK DRIVE  
Disk Diameter: 3 1/2 in.  
Compatibility: Epson FX-8  
Capacity: 300K bytes, Unformatted  
Price: \$599 with controller  
Date First Installed: July 1984  
(See Vendor Profile Page V-14)

**FALCON TECHNOLOGY**  
JR EXTENDER  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC/XT  
Capacity: 350K bytes, Formatted  
Price: \$840 with controller  
Date First Installed: June 1984  
(See Vendor Profile Page V-14)

**FORMAT CORP.**  
48 SS-HALF HEIGHT  
Disk Diameter: 5 1/4 in.  
Capacity: 143K bytes, Formatted  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Price: \$175 without controller  
Distribution Method: End User  
OEM, Third-Party  
Date First Installed: November 1983  
(See Vendor Profile Page V-14)

**FOURTH DIMENSION**  
SYSTEMS  
FDS-404  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple II, Apple II+, Apple IIc  
Capacity: 143K bytes, Formatted  
Average Access Time: 16 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Price: \$205 without controller  
Distribution Method: OEM  
Number Installed: 10,000 - 50,000  
(See Vendor Profile Page V-14)

**FOURTH DIMENSION**  
SYSTEMS  
FDS-404C

Disk Diameter: 5 1/4 in.  
Compatibility: Apple II, Apple II+, Apple IIc  
Capacity: 143K bytes, Unformatted  
Average Access Time: 72 msec  
Mean Time Between Failure: 1,590 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: No  
Price: \$280 with controller  
Distribution Method: Third-Party  
Number Installed: 10,000 - 30,000  
Date First Installed: February 1982

**FOURTH DIMENSION**  
SYSTEMS  
FDS-410  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple II, Apple IIc  
Capacity: 143K bytes, Unformatted  
Average Access Time: 72 msec  
Mean Time Between Failure: 1,590 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: No  
Price: \$280 with controller  
Distribution Method: Third-Party  
Date First Installed: August 1984

**FOURTH DIMENSION**  
SYSTEMS  
8111-4  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC, Zenith, Tandy  
Capacity: 350K bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: No  
Price: \$185 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: September 1983

**FOURTH DIMENSION**  
SYSTEMS  
8211-4  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC, Zenith, Tandy  
Capacity: 350K bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: No  
Price: \$235 without controller  
Distribution Method: Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: September 1983

**FRANKLIN COMPUTER CORP.**  
ACE 18  
Disk Diameter: 5 1/4 in.  
Compatibility: Franklin, Apple II  
Capacity: 143K bytes, Formatted  
Average Access Time: 16 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Price: \$250 without controller  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: September 1983



Distribution Method: End User  
Member Installed: 10,000 - 50,000  
Date First Installed: April 1982  
(See Vendor Profile Page V-12)

**GRACO SYSTEMS**

FDI-400 (SINGLE)  
Disk Diameter: 5 1/4 in.  
Capacity: 256K bytes, Formatted  
Average Access Time: 91 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$3,500 with controller  
Distribution Method: End User;  
OEM, Third-Party  
Member Installed: Under 100  
Date First Installed: December 1983  
(See Vendor Profile Page V-18)

**HEWLETT-PACKARD CO.**

51116 (SINGLE)  
Disk Diameter: 5 1/4 in.  
Compatibility: HP Series 80, Series 100, Series 200, 1000  
Capacity: 272K bytes, Formatted  
Average Access Time: 415 msec  
Mean Time Between Failure: 24,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: HP-B, IEEE-488  
Price: \$1,250 with controller  
Distribution Method: End User  
Member Installed: 10,000 - 50,000  
(See Vendor Profile Page V-18)

**HEWLETT-PACKARD CO.**

51154  
Disk Diameter: 5 1/4 in.  
Compatibility: HP 98  
Capacity: 270K bytes, Formatted  
Average Access Time: 187 msec  
Mean Time Between Failure: 24,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: No  
Price: \$850 without controller  
Distribution Method: End User  
Member Installed: 1,000 - 5,000

**HEWLETT-PACKARD CO.**

5290M (SINGLE)  
Disk Diameter: 5 1/4 in.  
Compatibility: HP Series 80, Series 100, Series 200  
Capacity: 270K bytes, Formatted  
Average Access Time: 187 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: HP-B  
Price: \$1,500 with controller  
Distribution Method: End User  
Member Installed: 1,000 - 5,000

**HY-TON PERIPHERALS CORP.**

548-55  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Capacity: 256K bytes, Unformatted  
Average Access Time: 6 msec  
Mean Time Between Failure: 20,000 hrs  
Integral Controller: No  
Interface: GCR  
Price: \$150 without controller

Distribution Method: OEM, Third-Party

Member Installed: 100 - 500  
Date First Installed: May 1983  
(See Vendor Profile Page V-18)

**HY-TON PERIPHERALS CORP.**

548-56  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Capacity: 512K bytes, Unformatted  
Mean Time Between Failure: 20,000 hrs  
Integral Controller: No  
Interface: GCR  
Price: \$175 without controller  
Distribution Method: OEM, Third-Party  
Member Installed: 100 - 500  
Date First Installed: July 1983

**HY-TON PERIPHERALS CORP.**

548A  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple  
Capacity: 256K bytes, Unformatted  
Mean Time Between Failure: 20,000 hrs  
Integral Controller: No  
Interface: GCR  
Price: \$150 without controller  
Distribution Method: OEM, Third-Party  
Member Installed: 100 - 500  
Date First Installed: February 1983

**IBM**

3590B  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Capacity: 320K bytes, Unformatted  
Price: \$950 without controller  
Distribution Method: End User  
Date First Installed: January 1982  
(See Vendor Profile Page V-17)

**IBM**

PCJR DISKETTE DRIVE  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PCjr  
Capacity: 360K bytes, Formatted  
Mean Time Between Failure: 8,000 hrs

**IBM**

Maximum Drives/Controller: 1  
Price: \$480 without controller  
Distribution Method: Third-Party  
Date First Installed: 1983

**INNOTRONICS CORP.**

INNOTRONICS MODEL 416  
Disk Diameter: 5 1/4 in.  
Capacity: 512K bytes, Formatted  
Mean Time Between Failure: 30,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: ATA 1235  
Price: \$700 without controller  
Price: \$1,700 with controller  
Distribution Method: End User;  
OEM, Third-Party  
Member Installed: 10,000 - 50,000  
Date First Installed: July 1984  
(See Vendor Profile Page V-18)

**INNOVATION CORP.**

1115-A  
Disk Diameter: 5 1/4 in.

Plug Compatibility: Micropolis 1015-  
E, Tandon TM100-3M  
Capacity: 400K bytes, Unformatted  
Average Access Time: 152 msec  
Mean Time Between Failure: 5,500 hrs

Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: Shugart SA 400  
Price: \$199 without controller  
Distribution Method: OEM, Third-Party  
Member Installed: 250,000  
(See Vendor Profile Page V-23)

**INNOVATION CORP.**

1115-B  
Disk Diameter: 5 1/4 in.  
Capacity: 100K bytes, Unformatted  
Average Access Time: 158 msec  
Mean Time Between Failure: 5,500 hrs

Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: Shugart SA 400  
Price: \$199 without controller  
Distribution Method: OEM, Third-Party  
Member Installed: 250,000

**INNOVATION**

A-2  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple II, II+, IIe  
Plug Compatibility: Apple Disk II  
Capacity: 143K bytes, Formatted  
Average Access Time: 18 msec  
Mean Time Between Failure: 9,500 hrs

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Apple GCR  
Price: \$345 without controller; \$445 with controller

Distribution Method: Third-Party  
Member Installed: 40,000  
Date First Installed: December 1981  
(See Vendor Profile Page V-23)

**INNOVATION**

A-3  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple II  
Plug Compatibility: Apple Disk II  
Capacity: 143K bytes, Formatted  
Average Access Time: 18 msec  
Mean Time Between Failure: 9,500 hrs

Maximum Drives/Controller: 3  
Integral Controller: No  
Interface: Apple GCR  
Price: \$375 without controller  
Distribution Method: Third-Party  
Member Installed: 1,000  
Date First Installed: June 1982

**INNOVATION**

A-48  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple II, II+, IIe  
Plug Compatibility: Apple Disk II  
Capacity: 144K bytes, Formatted  
Average Access Time: 18 msec  
Mean Time Between Failure: 9,500 hrs

Maximum Drives/Controller: 2  
Integral Controller: Yes

Interface: Apple GCR  
Price: \$375 without controller; \$475 with controller  
Member Installed: 5,000  
Date First Installed: January 1981

**INNOVATION**

A-75  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple II, II+, IIe  
Plug Compatibility: Apple Disk II  
Capacity: 256K bytes, Formatted  
Average Access Time: 5 msec  
Mean Time Between Failure: 9,500 hrs

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Apple GCR  
Price: \$550 without controller; \$629 with controller  
Member Installed: 5,800  
Date First Installed: January 1981

**INNOVATION**

A-73  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple II  
Plug Compatibility: Apple Disk II  
Capacity: 288K bytes, Formatted  
Average Access Time: 5 msec  
Mean Time Between Failure: 9,500 hrs

Maximum Drives/Controller: 3  
Integral Controller: No  
Interface: Apple GCR  
Price: \$529 without controller  
Distribution Method: Third-Party  
Member Installed: 1,000  
Date First Installed: June 1982

**INNOVATION**

A-62  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple II  
Capacity: 230K bytes, Formatted  
Average Access Time: 3 msec  
Mean Time Between Failure: 9,500 hrs

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Apple GCR  
Price: \$569 without controller; \$669 with controller  
Distribution Method: Third-Party  
Date First Installed: June 1983

**INNOVATION**

PRO-40  
Disk Diameter: 5 1/4 in.  
Compatibility: Commodore 64  
Plug Compatibility: Commodore  
Capacity: 184K bytes, Formatted  
Average Access Time: 18 msec  
Mean Time Between Failure: 9,500 hrs

Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: Parallel  
Price: \$259 without controller; \$429 with controller  
Distribution Method: Third-Party  
Date First Installed: September 1983

**INNOVATION**

PRO-76  
Disk Diameter: 5 1/4 in.  
Compatibility: Commodore 64  
Plug Compatibility: Commodore

# Floppy Disk Drives

Under 512K Bytes

Capacity: 288K bytes, Formatted  
Average Access Time: 5 msec  
Mean Time Between Failure: 5,000 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: Yes  
Interface: Parallel  
Price: \$229 without controller, \$258 with controller  
Date First Installed: September 1983

**MINWEST SCIENTIFIC INSTRUMENTS, INC.**  
FD-4  
Disk Diameter: 8 in.  
Compatibility: MS-DOS  
Plug Compatibility: CDC 9404, Shugart SA 801  
Capacity: 256K bytes, Unformatted  
Average Access Time: 8 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: FCB  
Price: \$2,000 without controller  
Distribution Method: End User  
Number Installed: 5,000  
Date First Installed: January 1976  
(See Vendor Profile Page V-22)

**MYRUSA CORP.**  
JA 611-8  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Capacity: 500K bytes, Unformatted  
Mean Time Between Failure: 10,000 hrs.  
Price: \$208 without controller  
Distribution Method: Third Party  
Number Installed: More than 50,000  
(See Vendor Profile Page V-22)

**MYTHUSON ELECTRONICS AMERICA, INC.**  
MS81  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 100 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: Shugart SA-480  
Price: \$240 without controller  
Distribution Method: OEM, Third Party  
Number Installed: More than 50,000  
Date First Installed: March 1983  
(See Vendor Profile Page V-22)

**MYTHUSON ELECTRONICS AMERICA, INC.**  
MF 363  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 34 msec  
Mean Time Between Failure: 20,000 hrs.  
Integral Controller: No  
Price: \$350 without controller  
Distribution Method: OEM, Third Party  
Date First Installed: October 1983

**MYTHUSON ELECTRONICS AMERICA, INC.**  
MF 383  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 34 msec  
Mean Time Between Failure: 20,000 hrs.  
Integral Controller: No  
Price: \$150 without controller  
Distribution Method: OEM, Third Party  
Date First Installed: October 1983

Average Access Time: 34 msec  
Mean Time Between Failure: 20,000 hrs.  
Integral Controller: No  
Price: \$300 without controller  
Distribution Method: OEM, Third Party  
Date First Installed: July 1984

**MP1**  
\$1  
Disk Diameter: 5 1/4 in.  
Capacity: 256K bytes, Formatted  
Average Access Time: 83 msec  
Mean Time Between Failure: 5,200 hrs.  
Integral Controller: No  
Interface: ATA  
Price: \$150 to \$248 without controller  
Distribution Method: Third Party  
Number Installed: 400,000  
Date First Installed: October 1978  
(See Vendor Profile Page V-23)

**MP1**  
\$2  
Disk Diameter: 5 1/4 in.  
Capacity: 512K bytes, Formatted  
Average Access Time: 82 msec  
Mean Time Between Failure: 5,200 hrs.  
Integral Controller: No  
Interface: ATA  
Price: \$176 without controller  
Distribution Method: Third Party  
Number Installed: 400,000  
Date First Installed: 1979

**MP1**  
\$1  
Disk Diameter: 5 1/4 in.  
Capacity: 512K bytes, Formatted  
Average Access Time: 120 msec  
Mean Time Between Failure: 5,200 hrs.  
Integral Controller: No  
Interface: ATA  
Price: \$178 to \$185 without controller  
Distribution Method: Third Party  
Number Installed: 10,000  
Date First Installed: June 1980

**MP1**  
\$63  
Disk Diameter: 5 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 55 msec  
Mean Time Between Failure: 5,200 hrs.  
Integral Controller: No  
Interface: ATA  
Price: \$150 without controller  
Distribution Method: Third Party  
Number Installed: 1,000  
Date First Installed: January 1983

**MP1**  
\$21  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 175 msec  
Mean Time Between Failure: 12,000 hrs.  
Integral Controller: No  
Interface: ATA  
Price: \$152 without controller  
Distribution Method: Third Party

Number Installed: 120 - 500  
Date First Installed: January 1984

**MP1**  
\$61  
Disk Diameter: 5 1/4 in.  
Capacity: 528K bytes, Formatted  
Average Access Time: 120 msec  
Mean Time Between Failure: 5,200 hrs.  
Interface: ATA  
Price: \$158 to \$245 without controller  
Distribution Method: Third Party  
Number Installed: 80,000  
Date First Installed: October 1982

**MP1**  
\$62  
Disk Diameter: 5 1/4 in.  
Capacity: 512K bytes, Formatted  
Average Access Time: 83 msec  
Mean Time Between Failure: 5,200 hrs.  
Interface: ATA  
Price: \$145 without controller  
Distribution Method: Third Party  
Number Installed: 20,000  
Date First Installed: March 1983

**MYARD, INC.**  
MP15-16  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Capacity: 256K bytes, Formatted  
Maximum Drive/Controller: 4  
Integral Controller: Yes  
Price: \$195 with controller  
Distribution Method: End User  
Third Party  
Date First Installed: May 1984  
(See Vendor Profile Page V-23)

**NISSAI SANYO AMERICA, LTD.**  
PS 362  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: No  
Interface: Shugart SA 402  
Price: \$130 without controller  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: June 1984  
(See Vendor Profile Page V-24)

**PERCOM DATA CORP.**  
AT-48 BFD  
Disk Diameter: 5 1/4 in.  
Compatibility: Atari 800, 800, 1200, XL Series  
Capacity: 179K bytes, Formatted  
Average Access Time: 240 msec  
Mean Time Between Failure: 5,000 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: Yes  
Interface: Atari Bus  
Price: \$410 with controller  
Distribution Method: OEM, Third Party  
(See Vendor Profile Page V-26)

**PERSONAL MICRO COMPUTERS, INC.**  
FD0-438

Disk Diameter: 5 1/4 in.  
Plug Compatibility: Shugart  
Capacity: 500K bytes, Unformatted  
Average Access Time: 100 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: Shugart  
Price: \$255 without controller  
Distribution Method: OEM  
Date First Installed: March 1983  
(See Vendor Profile Page V-28)

**PERSONAL MICRO COMPUTERS, INC.**  
FD0 421  
Disk Diameter: 5 1/4 in.  
Capacity: 400K bytes, Formatted  
Average Access Time: 93 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: No  
Interface: SMI  
Price: \$265 without controller  
Distribution Method: End User  
Third Party  
Number Installed: 5,000 - 10,000  
Date First Installed: 1983

**PHILIPS PERIPHERALS, INC.**  
X3111  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Plug Compatibility: Shugart SA 400, SA 450  
Capacity: 256K bytes, Unformatted  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: No  
Distribution Method: OEM, Third Party  
Number Installed: More than 50,000  
Date First Installed: January 1980  
(See Vendor Profile Page V-28)

**PHILIPS PERIPHERALS, INC.**  
X3112  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Plug Compatibility: Shugart SA 400, SA 450  
Capacity: 500K bytes, Unformatted  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: No  
Distribution Method: OEM, Third Party  
Number Installed: More than 50,000  
Date First Installed: January 1980

**PHILIPS PERIPHERALS, INC.**  
X3113  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Plug Compatibility: Shugart SA 400, SA 450  
Capacity: 500K bytes, Unformatted  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: No  
Distribution Method: OEM, Third Party  
Date First Installed: January 1980

**PHILIPS PERIPHERALS, INC.**  
32191  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC, PCjr  
Plug Compatibility: Shugart SA 405, SA 405  
Capacity: 250K bytes, Formatted  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: Atte  
Distribution Method: OEM, Third-Party  
Date First Installed: June 1983

**PHILIPS PERIPHERALS, INC.**  
32192  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC, PCjr  
Capacity: 500K bytes, Formatted  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: Atte  
Distribution Method: OEM, Third-Party  
Date First Installed: June 1983

**PHILIPS PERIPHERALS, INC.**  
32193  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC, PCjr  
Capacity: 500K bytes, Formatted  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: Atte  
Distribution Method: OEM, Third-Party  
Date First Installed: June 1983

**QUINTON RESEARCH, INC.**  
AP-180  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple II+, IIe, IIc  
Capacity: 160K bytes, Formatted  
Average Access Time: 200 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Apple  
Price: \$275 without controller; \$400 with controller  
Distribution Method: OEM, Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: June 1982  
(See Vendor Profile Page V-26)

**SHANE CORP.**  
QUANTRAK 143  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 180 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: Atte K30  
Price: \$185 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000  
(See Vendor Profile Page V-28)

**SHANE CORP.**  
QUANTRAK 542  
Disk Diameter: 5 1/4 in.

Capacity: 500K bytes, Unformatted  
Average Access Time: 240 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: Atte K30  
Price: \$210 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000

**RAMA SYSTEMS**  
ELITE ONE  
Disk Diameter: 5 1/4 in.  
Compatibility: Franklin  
Plug Compatibility: Apple  
Capacity: 160K bytes, Unformatted  
Average Access Time: 84 msec  
Mean Time Between Failure: 8,200 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$240 without controller  
Distribution Method: Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: March 1982  
(See Vendor Profile Page V-30)

**RAMA SYSTEMS**  
ELITE TWO  
Disk Diameter: 5 1/4 in.  
Plug Compatibility: Apple Disk  
Format (LDF)  
Capacity: 320K bytes, Unformatted  
Average Access Time: 84 msec  
Mean Time Between Failure: 8,200 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$249 without controller  
Distribution Method: Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: December 1982

**R-S-B DESIGNS, INC.**  
SBE TAUR II  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple II+, IIe, IIc  
Capacity: 163K bytes, Formatted  
Average Access Time: 180 msec  
Mean Time Between Failure: 8,000 hrs.  
Price: \$250 without controller  
Distribution Method: Third-Party  
Date First Installed: October 1982  
(See Vendor Profile Page V-33)

**R-S-B DESIGNS, INC.**  
SBE TAUR II  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple II+, IIe, IIc  
Capacity: 163K bytes, Formatted  
Average Access Time: 180 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Apple  
Price: \$200 without controller  
Distribution Method: Third-Party  
Number Installed: 1,000  
Date First Installed: February 1983

**R-S-B DESIGNS, INC.**  
SHUGART SA 406  
Disk Diameter: 5 1/4 in.

Compatibility: IBM PC  
Capacity: 500K bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 10,000 hrs.  
Price: \$325 without controller  
Distribution Method: Third-Party  
Date First Installed: March 1983  
**SHUGART**  
SHUGART 280  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 128 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: SCSI, SMD, ET-308, Trident  
Distribution Method: OEM  
Date First Installed: February 1983  
(See Vendor Profile Page V-37)

**SHUGART**  
SHUGART 486  
Disk Diameter: 5 1/4 in.  
Capacity: 250K bytes, Unformatted  
Average Access Time: 250 msec  
Mean Time Between Failure: 8,000 hrs.  
Distribution Method: OEM

**SHUGART**  
SHUGART 486  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 83 msec  
Mean Time Between Failure: 10,000 hrs.  
Distribution Method: OEM  
Date First Installed: October 1982

**SONY COMMUNICATIONS PRODUCTS CO.**  
OA-031V  
Disk Diameter: 5 1/4 in.  
Capacity: 427K bytes, Unformatted  
Average Access Time: 365 msec  
Mean Time Between Failure: 6,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: No  
Interface: Sony  
Price: \$250 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: November 1981  
(See Vendor Profile Page V-32)

**SONY COMMUNICATIONS PRODUCTS CO.**  
OA-032V  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 350 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: Sony  
Price: \$250 to \$340 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: May 1983

**SONY COMMUNICATIONS PRODUCTS CO.**  
OA-033V

Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 350 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$250 without controller  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1983

**SONY COMMUNICATIONS PRODUCTS CO.**  
SBH-701A  
Disk Diameter: 5 1/4 in.  
Compatibility: Sony SMD 70  
Capacity: 200K bytes, Formatted  
Average Access Time: 365 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$450 without controller; \$600 with controller  
Distribution Method: Third-Party  
Date First Installed: October 1982

**SONY COMMUNICATIONS PRODUCTS CO.**  
SBH-701A  
Disk Diameter: 5 1/4 in.  
Capacity: 200K bytes, Formatted  
Average Access Time: 365 msec  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: No  
Price: \$450 without controller; \$775 with controller  
Distribution Method: Third-Party  
Date First Installed: October 1982

**STANBURN CONTROLS, INC. (S.C.I.)**  
MICRO-SC-43  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple II+, IIe, Franklin Ace  
Plug Compatibility: Apple Disk II  
Capacity: 143K bytes, Formatted  
Average Access Time: 18 msec  
Mean Time Between Failure: 6,500 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Apple GC21  
Price: \$345 without controller; \$445 with controller  
Distribution Method: OEM, Third-Party  
Number Installed: More than 50,000  
Date First Installed: June 1981  
(See Vendor Profile Page V-32)

**STANBURN CONTROLS, INC. (S.C.I.)**  
MICRO-SC-43  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple II  
Capacity: 143K bytes, Formatted  
Average Access Time: 18 msec  
Mean Time Between Failure: 6,500 hrs.  
Integral Controller: No  
Interface: Apple GC21  
Price: \$375 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 5,000 - 10,000

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**COMPUTERWORLD**  
THE NEWSWEEKLY FOR THE COMPUTER COMMUNITY

Date First Installed: April 1982

**STANBURN CONTROLS, INC.**  
(S.E.I.)

Model: 80-473  
Disk Diameter: 5 1/4 in.  
Capacity: 288K bytes, Formatted  
Average Access Time: 5 msec  
Mean Time Between Failures: 5,000 hrs

Integral Controller: No  
Interface: Apple OCF  
Price: \$209 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: April 1982

**STANBURN CONTROLS, INC.**  
(S.E.I.)

Model: 80-473  
Disk Diameter: 5 1/4 in.  
Capacity: 144K bytes, Formatted  
Average Access Time: 18 msec  
Mean Time Between Failures: 5,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Apple OCF  
Price: \$245 without controller, \$445 with controller  
Distribution Method: OEM, Third-Party

**TABOR CORP.**

Model: TC 880  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 175 msec  
Mean Time Between Failures: 10,000 hrs  
Integral Controller: No  
Interface: 5 1/4 in.  
Price: \$225 without controller  
Distribution Method: End User, Third-Party  
Date First Installed: January 1983  
(See Vendor Profile Page V-33)

**TANDON CORP.**

Model: T196-3  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 35 msec  
Mean Time Between Failures: 8,000 hrs  
Integral Controller: No  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: June 1979  
(See Vendor Profile Page V-33)

**TANDON CORP.**

Model: T196-3  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 35 msec  
Mean Time Between Failures: 8,000 hrs  
Distribution Method: OEM  
Date First Installed: March 1982

**TANDON CORP.**

Model: T196-1  
Disk Diameter: 5 1/4 in.

Capacity: 250K bytes.

Unformatted  
Average Access Time: 25 msec  
Mean Time Between Failures: 8,000 hrs  
Integral Controller: No  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: June 1979

**TANDON CORP.**

Model: T196-3  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failures: 8,000 hrs  
Integral Controller: No  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: June 1979

**TANDY CORP.**

Model: T196-3 8811-64  
Disk Diameter: 5 1/4 in.  
Capacity: 180K bytes, Formatted  
Average Access Time: 200 msec  
Mean Time Between Failures: 8,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$449 without controller  
Distribution Method: End User  
Number Installed: More than 50,000  
Date First Installed: July 1981  
(See Vendor Profile Page V-33)

**TEAC CORP. OF AMERICA**

Model: PS-38  
Disk Diameter: 5 1/4 in.  
Capacity: 360K bytes, Unformatted  
Average Access Time: 171 msec  
Mean Time Between Failures: 80,000 hrs  
Integral Controller: No  
Interface: 34 Pin Connect  
Price: \$150 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: November 1983  
(See Vendor Profile Page V-34)

**TEAC CORP. OF AMERICA**

Model: PS-4  
Disk Diameter: 5 1/4 in.  
Capacity: 360K bytes, Unformatted  
Average Access Time: 54 msec  
Mean Time Between Failures: 10,000 hrs  
Integral Controller: No  
Interface: 34 Pin Connect  
Price: \$200 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: August 1982

**TEAC CORP. OF AMERICA**

Model: PS-4  
Disk Diameter: 5 1/4 in.  
Capacity: 360K bytes, Unformatted  
Average Access Time: 53 msec  
Mean Time Between Failures: 10,000 hrs  
Integral Controller: No  
Interface: 34 Pin Connect

Price: \$220 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: More than 50,000  
Date First Installed: August 1982

**TEAC CORP. OF AMERICA**

Model: PS-4  
Disk Diameter: 5 1/4 in.  
Capacity: 360K bytes, Unformatted  
Average Access Time: 54 msec  
Mean Time Between Failures: 10,000 hrs  
Integral Controller: No  
Interface: 34 Pin Connect  
Price: \$220 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: More than 50,000  
Date First Installed: August 1982

**TECHNAR INDUSTRIES, INC.**

Model: 880  
Disk Diameter: 5 1/4 in.  
Capacity: 200K bytes, Unformatted  
Mean Time Between Failures: 3,100 hrs  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: RS-232C  
Price: \$1,485 with controller  
Distribution Method: OEM, Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: April 1980  
(See Vendor Profile Page V-34)

**TECHNAR INDUSTRIES, INC.**

Model: 880 PC  
Disk Diameter: 5 1/4 in.  
Capacity: 880K bytes, Formatted  
Average Access Time: 210 msec  
Mean Time Between Failures: 2,100 hrs  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: RS-232C  
Distribution Method: End User, OEM  
Date First Installed: October 1984

**TECHNAR INDUSTRIES, INC.**

Model: 881  
Disk Diameter: 5 1/4 in.  
Capacity: 360K bytes, Unformatted  
Mean Time Between Failures: 2,100 hrs  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: RS-232C  
Price: \$1,585 with controller  
Distribution Method: OEM, Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: October 1981

**TECHNAR INDUSTRIES, INC.**

Model: 881  
Disk Diameter: 5 1/4 in.  
Capacity: 360K bytes, Unformatted  
Mean Time Between Failures: 2,100 hrs  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: RS-232C  
Price: \$1,985 with controller  
Distribution Method: OEM, Third-Party

Number Installed: 5,000 - 10,000  
Date First Installed: April 1980

**TERMINAL DATA CORP.**

Model: 881  
Disk Diameter: 5 1/4 in.  
Capacity: 128K bytes, Formatted  
Average Access Time: 100 msec  
Mean Time Between Failures: 10,000 hrs  
Integral Controller: No  
Interface: RS-232C  
Price: \$895 with controller  
Distribution Method: End User  
Number Installed: 150 - 500  
Date First Installed: July 1982  
(See Vendor Profile Page V-34)

**TRAK MICROCOMPUTER**

Model: 881  
Disk Diameter: 5 1/4 in.  
Capacity: 512K bytes, Formatted  
Average Access Time: 90 msec  
Mean Time Between Failures: 10,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Alan  
Price: \$848 with controller  
Distribution Method: Third-Party  
Number Installed: Under 100  
Date First Installed: February 1984

**TRAK MICROCOMPUTER**

Model: 881  
Disk Diameter: 5 1/4 in.  
Capacity: 512K bytes, Formatted  
Average Access Time: 90 msec  
Mean Time Between Failures: 10,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$848 with controller  
Distribution Method: Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: May 1983

**TRAK MICROCOMPUTER**

Model: 881  
Disk Diameter: 5 1/4 in.  
Capacity: 256K bytes, Formatted  
Average Access Time: 93 msec  
Mean Time Between Failures: 10,000 hrs  
Integral Controller: No  
Interface: Alan  
Price: \$549 without controller  
Distribution Method: Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: February 1984

**TRAK MICROCOMPUTER**

Model: 881  
Disk Diameter: 5 1/4 in.  
Capacity: 512K bytes, Formatted  
Average Access Time: 93 msec  
Mean Time Between Failures: 10,000 hrs  
Integral Controller: No  
Interface: Alan

## Floppy Disk Drives

Under 512K Bytes

Price: \$499 without controller  
Distribution Method: Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: February 1984

### TRAK MICROCOMPUTER

COMP.  
AT-1  
Disk Diameter: 5 1/4 in.  
Compatibility: Atari  
Capacity: 80K bytes, Formatted  
Average Access Time: 5 msec  
Mean Time Between Failure: 10,000 hrs.  
Interface: Atari  
Number Installed: Yes  
Price: \$439 with controller  
Distribution Method: Third-Party  
Date First Installed: July 1983

### TRAK MICROCOMPUTER

COMP.  
PC-1  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Capacity: 320K bytes, Unformatted  
Average Access Time: 120 msec  
Mean Time Between Failure: 9,200 hrs.  
Interface: Atari  
Price: \$399 without controller  
Distribution Method: Third-Party  
Number Installed: 1,000  
Date First Installed: January 1983

### TRAK MICROCOMPUTER

COMP.  
PS-1  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple  
Capacity: 143K bytes, Formatted  
Average Access Time: 100 msec  
Mean Time Between Failure: 10,000 hrs.  
Interface: Apple  
Price: \$399 without controller  
Distribution Method: Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: May 1981

### TRAK MICROCOMPUTER

COMP.  
PS-2  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple  
Capacity: 163K bytes, Formatted  
Average Access Time: 100 msec  
Mean Time Between Failure: 9,200 hrs.  
Interface: Apple  
Price: \$329 without controller  
Distribution Method: Third-Party  
Date First Installed: July 1983

### TRAK MICROCOMPUTER

COMP.  
PS-3  
Disk Diameter: 5 1/4 in.

Compatibility: Apple  
Capacity: 163K bytes, Formatted  
Average Access Time: 100 msec  
Mean Time Between Failure: 9,200 hrs.  
Interface: Apple  
Price: \$309 without controller  
Distribution Method: Third-Party  
Date First Installed: 1983

### TRAK MICROCOMPUTER

COMP.  
2-1  
Disk Diameter: 5 1/4 in.  
Compatibility: Zanith 100  
Capacity: 320K bytes, Unformatted  
Average Access Time: 100 msec  
Mean Time Between Failure: 9,200 hrs.  
Interface: Atari  
Price: \$399 without controller  
Distribution Method: Third-Party  
Number Installed: 1,500  
Date First Installed: January 1983

### TRAK MICROCOMPUTER

COMP.  
2-2  
Disk Diameter: 5 1/4 in.  
Compatibility: Zanith 100  
Capacity: 320K bytes, Unformatted  
Average Access Time: 100 msec  
Mean Time Between Failure: 9,200 hrs.  
Interface: Atari  
Price: \$400 without controller  
Distribution Method: Third-Party  
Number Installed: 200  
Date First Installed: 1983

### TRAK MICROCOMPUTER

COMP.  
2-3  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC, Tandy TRS-80, TRS-80II, TRS-80V  
Capacity: 320K bytes, Formatted  
Mean Time Between Failure: 8,000 hrs.  
Interface: Atari  
Price: \$350 without controller  
Distribution Method: OEM  
Number Installed: 5,000 - 10,000  
(See Vendor Profile Page V-36)

### TRAK MICROCOMPUTER

COMP.  
2-4  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC, Tandy TRS-80, TRS-80II, TRS-80V  
Capacity: 320K bytes, Formatted  
Mean Time Between Failure: 8,000 hrs.  
Interface: Atari  
Price: \$350 without controller  
Distribution Method: OEM  
Number Installed: 5,000 - 10,000  
(See Vendor Profile Page V-36)

### TRAK MICROCOMPUTER

COMP.  
2-5  
Disk Diameter: 5 1/4 in.

Date First Installed: May 1978  
(See Vendor Profile Page V-37)

### WESTERN TELEMETRY, INC.

DATA MATE-8-358K  
Disk Diameter: 5 1/4 in.  
Capacity: 320K bytes, Formatted  
Average Access Time: 12 msec  
Mean Time Between Failure: 2,000 hrs.  
Interface: Controller: Yes  
Interface: RS-232  
Price: \$2,185 without controller  
Distribution Method: End User  
OEM: Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: May 1978

### WESTERN TELEMETRY, INC.

DATA MATE-8-304K  
Disk Diameter: 5 1/4 in.  
Capacity: 256K bytes, Formatted  
Average Access Time: 12 msec  
Mean Time Between Failure: 5,000 hrs.  
Interface: Controller: Yes  
Interface: RS-232  
Price: \$1,475 with controller  
Distribution Method: End User  
OEM: Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: January 1979

### WESTERN TELEMETRY, INC.

DATA MATE-8-400K  
Disk Diameter: 5 1/4 in.  
Capacity: 409K bytes, Formatted  
Average Access Time: 12 msec  
Mean Time Between Failure: 5,000 hrs.  
Interface: Controller: Yes  
Interface: RS-232  
Price: \$1,855 with controller  
Distribution Method: End User  
OEM: Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: January 1979

### WORLD STORAGE

TECHNOLOGY  
FDD110-5  
Disk Diameter: 5 1/4 in.  
Capacity: 256K bytes, Unformatted  
Average Access Time: 275 msec  
Mean Time Between Failure: 8,000 hrs.  
Interface: Controller: No  
Interface: Atari X371.2  
Price: \$500 without controller  
Distribution Method: OEM  
Number Installed: 700,000  
Date First Installed: March 1977  
(See Vendor Profile Page V-37)

### WORLD STORAGE

TECHNOLOGY  
FDD111-5  
Disk Diameter: 5 1/4 in.  
Capacity: 256K bytes, Unformatted

Average Access Time: 30 msec  
Mean Time Between Failure: 8,000 hrs.  
Interface: Controller: No  
Interface: Atari X371.2  
Price: \$350 without controller  
Distribution Method: OEM  
Number Installed: 20,000  
Date First Installed: November 1981

### WORLD STORAGE

TECHNOLOGY  
FDD112-5  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 10,000 hrs.  
Interface: Controller: No  
Interface: Atari X371.2  
Price: \$330 without controller  
Distribution Method: OEM  
Number Installed: 50,000  
Date First Installed: August 1983

### WORLD STORAGE

TECHNOLOGY  
FDD121-8  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 8,000 hrs.  
Interface: Controller: No  
Interface: Atari X371.2  
Price: \$450 without controller  
Distribution Method: OEM  
Number Installed: 12,000  
Date First Installed: April 1982

### WORLD STORAGE

TECHNOLOGY  
FDD111-6  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 50 msec  
Mean Time Between Failure: 8,000 hrs.  
Interface: Controller: No  
Interface: Atari X371.2  
Price: \$450 without controller  
Distribution Method: OEM  
Number Installed: 100,000  
Date First Installed: April 1982

### WORLD STORAGE

TECHNOLOGY  
FDD113-5  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 10,000 hrs.  
Interface: Controller: No  
Interface: Atari X371.2  
Price: \$330 without controller  
Distribution Method: OEM  
Number Installed: 2,000  
Date First Installed: July 1983

Capacities Over  
40M Bytes

## ALLOY COMPUTER

## PRODUCTS, INC.

## PC-870R-178

Disk Diameter: 5 1/4 in.

Drive Type: Fixed

Compatibility: IBM PC, Victor 9000;

Wang PC

Capacity: 104M bytes, Formatted

Average Access Time: 33 msec

Mean Time Between Failure:

10,000 hrs

Maximum Drive/Controller: 2

Integral Controller: No

Interface: ST-506

Price: \$4,995 with controller

Distribution Method: End User;

Third-Party

Date First Installed: January 1984

(See Vendor Profile Page V-5)

## ALLOY COMPUTER

## PRODUCTS, INC.

## PC-870R-178

Disk Diameter: 5 1/4 in.

Drive Type: Fixed

Compatibility: IBM PC, Victor 9000;

Wang PC

Capacity: 170M bytes, Formatted

Average Access Time: 33 msec

Mean Time Between Failure:

10,000 hrs

Maximum Drive/Controller: 2

Integral Controller: No

Interface: ST-506

Price: \$5,995 with controller

Distribution Method: End User;

Third-Party

Date First Installed: January 1984

## ALLOY COMPUTER

## PRODUCTS, INC.

## PC-870R-42

Disk Diameter: 5 1/4 in.

Drive Type: Fixed

Compatibility: IBM PC, Victor 9000;

Wang PC

Capacity: 52M bytes, Formatted

Average Access Time: 33 msec

Mean Time Between Failure:

10,000 hrs

Maximum Drive/Controller: 2

Integral Controller: No

Interface: ST-506

Price: \$5,995 with controller

Distribution Method: End User;

Third-Party

Date First Installed: January 1984

## ALLOY COMPUTER

## PRODUCTS, INC.

## PC-870R-68

Disk Diameter: 5 1/4 in.

Drive Type: Fixed

Compatibility: IBM PC, Victor 9000;

Wang PC

Capacity: 85M bytes, Formatted

Average Access Time: 33 msec

Mean Time Between Failure:

10,000 hrs

Maximum Drive/Controller: 2

Integral Controller: No

Interface: ST-506

Price: \$7,995 with controller

Distribution Method: End User;

Third-Party

Date First Installed: January 1984

## ANCOBYTE, INC.

## CORMANCHE 8182

Disk Diameter: 8 in.

Drive Type: Fixed

Plug Compatibility: CDC 8457

Capacity: 165M bytes, Unformatted

Average Access Time: 22 msec

Mean Time Between Failure:

10,000 hrs

Integral Controller: No

Interface: SMD

Price: \$3,500 without controller

Distribution Method: OEM

Number Installed: Under 100

Date First Installed: July 1984

(See Vendor Profile Page V-2)

## ATAI CORP.

## 3048

Disk Diameter: 5 1/4 in.

Drive Type: Fixed

Capacity: 46.3M bytes, Unformatted

Average Access Time: 30 msec

Mean Time Between Failure:

12,000 hrs

Integral Controller: No

Interface: ST-506

Price: \$2,100 without controller

Distribution Method: OEM

Number Installed: 12,000

Date First Installed: December 1982

(See Vendor Profile Page V-3)

## ATAI CORP.

## 3090

Disk Diameter: 5 1/4 in.

Drive Type: Fixed

Capacity: 65.6M bytes, Unformatted

Average Access Time: 30 msec

Mean Time Between Failure:

18,000 hrs

Integral Controller: No

Interface: ST-506

Price: \$2,500 without controller

Distribution Method: OEM

Number Installed: 19,000

Date First Installed: 1983

## ATHENASUM TECHNOLOGY,

## INC.

## A505 56

Disk Diameter: 5 1/4 in.

Drive Type: Fixed

Capacity: 54M bytes, Unformatted

Average Access Time: 40 msec

Mean Time Between Failure:

11,000 hrs

Integral Controller: No

Interface: ST-506

Price: \$1,300 to \$2,500 without

controller

Distribution Method: OEM

Date First Installed: 1984

(See Vendor Profile Page V-2)

## CALLAN DATA SYSTEMS, INC.

## PERMINAL, EPM5000

## 8000LE

Disk Diameter: 10 1/2 in.

Drive Type: Fixed

Compatibility: Callan 3000

Capacity: 375M bytes, Formatted

Average Access Time: 18 msec

Mean Time Between Failure:

10,000 hrs

Maximum Drive/Controller: 3

Integral Controller: Yes

Interface: SMD

Price: \$34,950 without controller

Distribution Method: End User;

Third-Party

Number Installed: Under 100

Date First Installed: July 1984

(See Vendor Profile Page V-8)

## CENTRAL BATA CORP.

## 00008

Disk Diameter: 8 in.

Drive Type: Fixed

Capacity: 80M bytes, Formatted

Average Access Time: 29 msec

Mean Time Between Failure:

10,000 hrs

Integral Controller: No

Interface: ATA

Price: \$8,350 with controller

Distribution Method: Third-Party

Number Installed: 8,000

Date First Installed: January 1981

(See Vendor Profile Page V-4)

## CENTRAL BATA CORP.

## 00057

Disk Diameter: 8 in.

Drive Type: Fixed

Compatibility: Multibus

Capacity: 70M bytes, Unformatted

Average Access Time: 50 msec

Mean Time Between Failure:

10,000 hrs

Integral Controller: No

Interface: ATA XTB.3

Price: \$8,500 without controller

Distribution Method: OEM; Third-

Party

Number Installed: Under 100

Date First Installed: June 1983

## CENTRAL BATA CORP.

## D0664

Disk Diameter: 8 in.

Drive Type: Fixed

Capacity: 80M bytes, Formatted

Average Access Time: 35 msec

Mean Time Between Failure:

7,000 hrs

Integral Controller: No

Interface: Multibus

Price: \$10,800 with controller

Distribution Method: Third-Party

Date First Installed: January 1981

## CENTURY DATA SYSTEMS,

## INC.

## C2018

Disk Diameter: 8 in.

Drive Type: Fixed/Removable

Plug Compatibility: CDC Lark 8-84

Capacity: 80M bytes, Unformatted

Average Access Time: 32 msec

Mean Time Between Failure:

6,000 hrs

Integral Controller: No

Interface: SMD

Price: \$4,325 without controller

Distribution Method: Third-Party

Number Installed: Under 100

Date First Installed: April 1983

(See Vendor Profile Page V-6)

## CNC INTERNATIONAL

## TANGA 6

Disk Diameter: 5 1/4 in.

Drive Type: Fixed/Removable

Compatibility: IBM PC, XT/AT;

Superbrain, Zenith 210-80/90;

Kaypro

Capacity: 64M bytes, Formatted

Average Access Time: 65 msec

Mean Time Between Failure: 8,000

hrs

Maximum Drive/Controller: 2

Integral Controller: Yes

Interface: ST-506

Price: \$2,245 with controller

Distribution Method: OEM

Number Installed: 5,000 - 10,000

(See Vendor Profile Page V-8)

## CNC INTERNATIONAL

## TANGA 8

Disk Diameter: 5 1/4 in.

Drive Type: Fixed/Removable

Compatibility: IBM PC, XT/AT;

Superbrain, Zenith 210-80/90;

Kaypro

Capacity: 64M bytes, Formatted

Average Access Time: 65 msec

Mean Time Between Failure: 8,000

hrs

Maximum Drive/Controller: 2

Integral Controller: Yes

Interface: ST-506

Price: \$3,245 with controller

Distribution Method: OEM

Number Installed: 1,000 - 5,000

Date First Installed: 1980

## COMPUTER MEMORIES, INC.

## CM-1988

Disk Diameter: 5 1/4 in.

Drive Type: Fixed

Capacity: 80M bytes, Unformatted

Average Access Time: 30 msec

Mean Time Between Failure:

12,000 hrs

Interface: ST-506

Price: \$2,200 without controller

Distribution Method: OEM

Date First Installed: October 1984

(See Vendor Profile Page V-4)

## COMPUTER MEMORIES, INC.

## CM-1988

Disk Diameter: 5 1/4 in.

Drive Type: Fixed

Capacity: 80M bytes, Unformatted

Average Access Time: 30 msec

Mean Time Between Failure:

12,000 hrs

Interface: ST-506

Price: \$2,200 without controller

Distribution Method: OEM

Date First Installed: October 1984

## CONTROL DATA CORP.

## CDC 8410-3 WHRN

Disk Diameter: 5 1/4 in.

Drive Type: Fixed

Capacity: 210M bytes, Unformatted

Average Access Time: 45 msec

Mean Time Between Failure:

10,000 hrs

Maximum Drive/Controller: 3

Integral Controller: No

Interface: FDX, LIX, RS, F303

Distribution Method: OEM

Number Installed: 5,000 - 10,000

Date First Installed: 1985

(See Vendor Profile Page V-6)

## CONTROL DATA CORP.

## CDC 8467 LARK

Disk Diameter: 8 in.

## Rigid Disk Drives

Over 40M Bytes

**Drive Type:** Fixed  
Capacity: 50M bytes, Unformatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 7,500 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: SMD, LDI, SI  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1981

**GORE, INC.**  
CORE 5119  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Compatibility: IBM 5110, IBM 5120, IBM PC  
Capacity: 42 MB bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SMD  
Price: \$8,895 with controller  
Distribution Method: End User  
Third Party  
Number Installed: 500 - 1,000  
Date First Installed: September 1982  
(See Vendor Profile Page V-8)

**GORE, INC.**  
CORE 5117  
Disk Diameter: 8 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM 5110, 5120, PC  
Capacity: 53 MB bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SMD  
Price: \$12,980 with controller  
Distribution Method: End User  
Third Party  
Number Installed: 500 - 1,000  
Date First Installed: September 1982

**CORVUS SYSTEMS, INC.**  
CORVUS MODEL 45  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple Macintosh, DEC, TI, Corvus  
Capacity: 48 MB bytes, Unformatted  
Average Access Time: 50 msec  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: Yes  
Interface: ST-506, ST-412  
Price: \$4,995 with controller  
Date First Installed: July 1984  
(See Vendor Profile Page V-8)

**STYMER DATA CORP.**  
WV180  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Compatibility: IBM PC, Xerox 800, Cyber Data 200, IBM 210  
Capacity: 44M bytes, Formatted  
Transfer Rate: 150K bps  
Average Access Time: 25 msec  
Mean Time Between Failure: 10,500 hrs.

**Maximum Drives/Controller: 2**  
Integral Controller: No  
Interface: IEEE 488  
Price: \$6,000 with controller  
Distribution Method: End User  
OEM, Third Party  
Number Installed: 150  
Date First Installed: April 1981  
(See Vendor Profile Page V-9)

**CVTWIN PERIPHERAL CORP.**  
D-180  
Disk Diameter: 10 1/2 in.  
Drive Type: Fixed  
Compatibility: DEC, Tandem, Apple, IBM PC  
Capacity: 145M bytes, Unformatted  
Average Access Time: 50 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 2

Integral Controller: Yes  
Interface: SMD, SCSI  
Price: \$4,000 without controller  
\$6,200 with controller  
Distribution Method: End User  
Number Installed: 1,000 - 5,000  
Date First Installed: 1979  
(See Vendor Profile Page V-9)

**SHCOM INDUSTRIES**  
DCOM 405  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: DEC, LSI  
Capacity: 775M bytes, Unformatted  
Mean Time Between Failure: 11,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: ST-506  
Price: \$10,000 with controller  
Distribution Method: End User  
Date First Installed: December 1982  
(See Vendor Profile Page V-11)

**BSG TECH. ONE**  
8019  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Compatibility: DEC, DG, IBM, TI  
Capacity: 60M bytes, Unformatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Amn 1226, Amn X373, SMD  
Price: \$2,500 without controller  
Distribution Method: OEM, Third Party  
(See Vendor Profile Page V-12)

**DNA SYSTEMS CORP.**  
MICRO-SAGRAM SR  
Disk Diameter: 5 1/4 in.  
Drive Type: Removable  
Capacity: 50M bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: ST-506  
Price: \$2,000 without controller  
Distribution Method: OEM  
Number Installed: 2,000  
Date First Installed: January 1983

(See Vendor Profile Page V-12)  
**DRAGON INDUSTRIES, INC.**  
SP-45 HARDWARE SUBSYSTEM  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC, PC/XT  
Capacity: 70M bytes, Unformatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 11,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: SCSI  
Price: \$4,995 with controller  
Distribution Method: OEM, Third Party  
Number Installed: Under 100  
Date First Installed: July 1983  
(See Vendor Profile Page V-12)

**FLATFISH AMERICA, INC.**  
M2342  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 54 MB bytes, Unformatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: ST-506, Shugart SA 4000  
Price: \$3,295 without controller  
Number Installed: Under 100  
Date First Installed: November 1983  
(See Vendor Profile Page V-16)

**FLATFISH AMERICA, INC.**  
M2343  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 54 MB bytes, Unformatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: ST-506, Shugart SA 4000  
Price: \$3,295 without controller  
Distribution Method: End User  
OEM, Third Party  
Number Installed: Under 100  
Date First Installed: 1984

**FLATFISH AMERICA, INC.**  
M2348  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 88 MB bytes, Unformatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: ST-506, Shugart SA 4000  
Price: \$3,700 without controller  
Distribution Method: End User  
OEM, Third Party  
Number Installed: Under 100  
Date First Installed: 1984

**FLATFISH AMERICA, INC.**  
M2312  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 84 MB bytes, Unformatted  
Average Access Time: 20 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: No  
Interface: SMD, SMD

Price: \$7,350 without controller  
Distribution Method: End User  
Number Installed: 10,000 - 50,000  
Date First Installed: 1981

**FLATFISH AMERICA, INC.**  
M2332  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 168 MB bytes, Unformatted  
Average Access Time: 20 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: SCSI, SMD  
Price: \$8,700 without controller  
Distribution Method: End User  
OEM, Third Party  
Number Installed: 1,000 - 5,000  
Date First Installed: 1983

**FLATFISH AMERICA, INC.**  
M2333  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 337M bytes, Unformatted  
Average Access Time: 20 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: SCSI, SMD  
Price: \$12,200 without controller  
Distribution Method: End User  
OEM, Third Party  
Number Installed: Under 100  
Date First Installed: 1984

**KENNEDY CO.**  
7340  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 41 MB bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: Amn X373, SMD, Pico Bus  
Price: \$3,200 without controller  
Distribution Method: End User  
OEM  
Number Installed: 500 - 1,000  
Date First Installed: June 1982  
(See Vendor Profile Page V-19)

**KENNEDY CO.**  
7380  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Price: Commodore CDC 9760, 9730-40  
Capacity: 82 MB bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 8  
Interface: Amn X373, SMD, Pico Bus  
Price: \$9,995 without controller  
Distribution Method: End User  
OEM  
Number Installed: 500  
Date First Installed: March 1983

**MASTON CORP.**  
EST 4078  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed



Capacity: 75M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs  
Integral Controller: No  
Interface: ES2  
Price: \$1,585 without controller  
Distribution Method: OEM  
Data First Installed: September  
1984  
(See Vendor Profile Page V-20)

**MAXTOR CORP.**  
EXT 4178  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 175M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs  
Integral Controller: No  
Interface: Trident, ES24  
Price: \$2,780 without controller  
Distribution Method: OEM  
Data First Installed: September  
1984

**MAXTOR CORP.**  
EXT 4288  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 300M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs  
Integral Controller: No  
Interface: ES2  
Price: \$3,885 without controller  
Distribution Method: OEM  
Data First Installed: September  
1984

**MAXTOR CORP.**  
EXT 4389  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 300M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs  
Integral Controller: No  
Interface: ES2  
Price: \$3,820 without controller  
Distribution Method: OEM

**MAXTOR CORP.**  
XT1068  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 60M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs  
Integral Controller: No  
Interface: ST-506, ST-412  
Price: \$2,595 without controller  
Distribution Method: OEM, Third  
Party  
Data First Installed: February 1983

**MAXTOR CORP.**  
XT1168  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 105.2M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs

Integral Controller: No  
Interface: ST-506, ST-412  
Price: \$3,340 without controller  
Distribution Method: OEM, Third  
Party  
Data First Installed: February 1983

**MAXTOR CORP.**  
XT1148  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 143.5M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs  
Integral Controller: No  
Interface: ST-506, ST-412  
Price: \$4,290 without controller  
Distribution Method: OEM, Third  
Party  
Data First Installed: February 1983

**MAXTOR CORP.**  
XT2088  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 89.2M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs  
Integral Controller: No  
Interface: ST-506, ST-412  
Price: \$2,630 without controller  
Distribution Method: OEM, Third  
Party  
Data First Installed: 1984

**MAXTOR CORP.**  
XT2148  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 143.2M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs  
Integral Controller: No  
Interface: ST-506, ST-412  
Price: \$3,475 without controller  
Distribution Method: OEM, Third  
Party  
Data First Installed: 1984

**MAXTOR CORP.**  
XT2168  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 161.2M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs  
Integral Controller: No  
Interface: ST-506, ST-412  
Price: \$4,725 without controller  
Distribution Method: OEM, Third  
Party  
Data First Installed: 1984

**MEGAMULT**  
MV35H2  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 83M bytes, Unformatted  
Average Access Time: 36 msec  
Distribution Method: OEM  
Interface: ARA 1226, SCSI, SMD  
Shugart SA 1000, ST-412

Price: \$2,800 without controller  
Distribution Method: OEM  
Number Installed: 500 - 1,000  
Data First Installed: 1981  
(See Vendor Profile Page V-21)

**MEGAMULT**  
MV35H2  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 83M bytes, Unformatted  
Average Access Time: 36 msec  
Integral Controller: No  
Interface: ARA 1226, SCSI, SMD  
Price: \$3,100 without controller  
Distribution Method: OEM  
Number Installed: Under 100  
Data First Installed: September  
1983

**MEGAMULT**  
MV1488  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 168M bytes, Unformatted  
Average Access Time: 35 msec  
Integral Controller: No  
Interface: SCSI, SMD  
Price: \$2,800 without controller  
Distribution Method: First User  
Number Installed: Under 100  
Data First Installed: April 1984

**MEGAMULT**  
MV2123  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 210M bytes, Unformatted  
Average Access Time: 36 msec  
Integral Controller: No  
Interface: SCSI, SMD  
Price: \$3,100 to \$3,300 without controller  
Distribution Method: OEM  
Number Installed: 100 - 500  
Data First Installed: September  
1983

**MEMOREX CORP.**  
813  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 53M bytes, Unformatted  
Average Access Time: 25 msec  
Mean Time Between Failure:  
11,000 hrs  
Integral Controller: No  
Interface: ST-506  
Price: \$2,800 without controller  
Distribution Method: OEM  
Data First Installed: November 1983  
(See Vendor Profile Page V-21)

**MICROPOLIS CORP.**  
1350 JMS  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 45.7M bytes, Unformatted  
Average Access Time: 42 msec  
Mean Time Between Failure:  
10,000 hrs  
Maximum Drives/Controller: 8  
Integral Controller: No  
Interface: ARA 1226  
Price: \$3,420 without controller  
Distribution Method: OEM  
Number Installed: 10,000 - 30,000  
Data First Installed: November 1978  
(See Vendor Profile Page V-20)

**MICROPOLIS CORP.**  
1255  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 45M bytes, Unformatted  
Average Access Time: 42 msec  
Mean Time Between Failure:  
10,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Micropol  
Price: \$2,500 without controller  
\$2,675 with controller  
Distribution Method: OEM  
Number Installed: 30,000  
Data First Installed: June 1979

**MICROPOLIS CORP.**  
1350  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 45.7M bytes, Unformatted  
Average Access Time: 35 msec  
Mean Time Between Failure:  
13,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: ST-506, ST-506/412  
Price: \$1,985 without controller  
Distribution Method: OEM, Third  
Party  
Number Installed: 1,000 - 5,000  
Data First Installed: April 1983

**MICROPOLIS CORP.**  
1356  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 51.9M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
13,000 hrs  
Maximum Drives/Controller: 4  
Interface: ST-506, ST-506/412  
Price: \$1,195 without controller  
Distribution Method: OEM, Third  
Party  
Number Installed: 1,000 - 5,000

**MICROPOLIS CORP.**  
1323  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 45.8M bytes, Unformatted  
Average Access Time: 25 msec  
Mean Time Between Failure:  
13,000 hrs  
Integral Controller: No  
Interface: ST-506/412  
Price: \$1,298 without controller  
Distribution Method: OEM, Third  
Party  
Data First Installed: March 1984

**MICROPOLIS CORP.**  
1334  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 63.9M bytes, Unformatted  
Average Access Time: 25 msec  
Mean Time Between Failure:  
13,000 hrs  
Integral Controller: No  
Interface: ST-506/412  
Price: \$1,435 without controller  
Distribution Method: OEM, Third  
Party  
Data First Installed: March 1984

## Rigid Disk Drives

Over 40M Bytes

**MICROPOLIS CORP.**  
1208  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 65.2M bytes, Unformatted  
Average Access Time: 25 msec  
Mean Time Between Failure:  
12,000 hrs  
Integral Controller: No  
Interface: SMD  
Price: \$1,135 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: March 1984

**MICROPOLIS CORP.**  
1403  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 52.8M bytes, Unformatted  
Average Access Time: 20 msec  
Mean Time Between Failure:  
12,000 hrs  
Integral Controller: No  
Interface: SMD  
Price: \$2,320 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: November 1983

**MICROPOLIS CORP.**  
1408  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 185.8M bytes, Unformatted  
Average Access Time: 20 msec  
Mean Time Between Failure:  
12,000 hrs  
Integral Controller: No  
Interface: SMD  
Price: \$2,320 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: November 1983

**NATIONAL MEMORY SYSTEM CORP.**  
Model 1  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 185.8M bytes, IBM PC  
Compatibility: DEC POP, LSI, VAX, IBM PC  
Capacity: 8M bytes, Formatted  
Average Access Time: 20 msec  
Mean Time Between Failure:  
12,000 hrs  
Integral Controller: No  
Interface: SMD  
Price: \$3,350 to \$7,000 without controller  
Distribution Method: OEM  
Number Installed: 90  
Date First Installed: September 1982  
(See Vendor Profile Page V-23)

**NATIONAL MEMORY SYSTEM CORP.**  
Model 2  
Disk Diameter: 10 1/2 in.  
Drive Type: Fixed  
Capacity: 470M bytes, Unformatted  
Average Access Time: 17 msec  
Mean Time Between Failure:  
12,000 hrs  
Maximum Drives/Controller: 4

Integral Controller: No  
Interface: SCSI, SMD  
Price: \$15,000 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 100 / 500  
Date First Installed: October 1982

**NATIONAL MEMORY SYSTEM CORP.**  
Model 3  
Disk Diameter: 8 in.  
Drive Type: Fixed/Removable  
Capacity: DEC POP, LSI, VAX, IBM PC  
Capacity: 168M bytes, Unformatted  
Average Access Time: 20 msec  
Mean Time Between Failure:  
20,000 hrs  
Integral Controller: No  
Interface: SCSI  
Price: \$4,500 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 100 / 500  
Date First Installed: 1983

**NEC INFORMATION SYSTEMS**  
02326  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 42.5M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
10,000 hrs  
Maximum Drives/Controller: 5  
Integral Controller: Yes  
Interface: SMD  
Price: \$2,235 with controller  
Distribution Method: OEM  
Date First Installed: June 1982  
(See Vendor Profile Page V-24)

**NEC INFORMATION SYSTEMS**  
02346  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 85M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
10,000 hrs  
Maximum Drives/Controller: 5  
Integral Controller: Yes  
Interface: SMD  
Price: \$2,250 with controller  
Distribution Method: OEM  
Date First Installed: June 1982

**NESTAR SYSTEMS, INC.**  
PLAN 5000 MODEL 70 FILE SERVER  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: Apple II, II, IBM PC  
Compatibility: 5M bytes, Formatted  
Average Access Time: 35 msec  
Mean Time Between Failure:  
25,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Arcnet  
Distribution Method: End User  
Price: \$2,250 with controller  
Number Installed: 100 / 500  
(See Vendor Profile Page V-24)

**NESTAR SYSTEMS, INC.**  
PLAN 4000 MODEL 110 FILE SERVER

Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: Apple II, II, IBM PC  
Compatibility: 8M bytes, Formatted  
Average Access Time: 8 msec  
Mean Time Between Failure:  
25,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Arcnet  
Price: \$15,000 with controller  
Distribution Method: End User  
Price: \$2,795 with controller  
Number Installed: 100 / 500  
Date First Installed: December 1982

**NORTHERN TELECOM, INC.**  
MERCURY 800/8004  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 50M bytes, Formatted  
Average Access Time: 24 msec  
Mean Time Between Failure:  
25,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SMD  
Price: \$4,700 without controller;  
\$4,950 with controller  
Distribution Method: OEM  
Number Installed: 250  
(See Vendor Profile Page V-24)

**NORTHERN TELECOM, INC.**  
MERCURY 800/8008  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 180M bytes, Formatted  
Average Access Time: 24 msec  
Mean Time Between Failure:  
25,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SMD  
Price: \$5,800 without controller;  
\$6,100 with controller  
Number Installed: Over 100

**NORTHERN TELECOM, INC.**  
MERCURY 800/8012  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 225M bytes, Formatted  
Average Access Time: 20 msec  
Mean Time Between Failure:  
25,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SMD  
Price: \$6,300 without controller;  
\$6,600 with controller  
Distribution Method: OEM  
Number Installed: Over 100

**ONYX & SON**  
7145  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 41.8M bytes, Unformatted  
Average Access Time: 50 msec  
Mean Time Between Failure:  
10,000 hrs  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Amn XRTS-2 Bus  
Price: \$2,200 with controller  
Distribution Method: OEM, Third-Party  
Number Installed: 2,000  
Date First Installed: September 1982  
(See Vendor Profile Page V-25)

**PERFORM DATA CORP.**  
PFD 30/36A  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: Tandy TRS-80, IBM PC, Apple II  
Capacity: 31.5G bytes, Formatted  
Average Access Time: 23 msec  
Mean Time Between Failure:  
12,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Western Digital  
Price: \$2,795 with controller  
Distribution Method: OEM, Third-Party  
Date First Installed: 1984  
(See Vendor Profile Page V-26)

**PI-ASSOCIATES, INC.**  
MARK 48  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: Northern Advantage, Apple, IBM PC, Tandy TRS-80  
Plug Compatibility: 2.40  
Capacity: 48M bytes, Unformatted  
Transfer Rate: 625K bps  
Average Access Time: 30 msec  
Mean Time Between Failure:  
10,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-508  
Price: \$3,818 without controller;  
\$4,418 with controller  
Distribution Method: End User  
Number Installed: 100 / 500  
Date First Installed: January 1983  
(See Vendor Profile Page V-26)

**POLYON INDUSTRIES**  
HELIX-CPI  
Disk Diameter: 8 1/4 in.  
Drive Type: Fixed  
Capacity: IBM  
Capacity: 44M bytes, Formatted  
Average Access Time: 45 msec  
Mean Time Between Failure: 5 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$1,200 with controller  
Distribution Method: OEM, Third-Party  
Number Installed: 1,000 / 5,000  
(See Vendor Profile Page V-27)

**POLYON INDUSTRIES**  
HELIX-XT  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: IBM  
Capacity: 44M bytes, Formatted  
Average Access Time: 45 msec  
Mean Time Between Failure: 5 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$1,200 with controller  
Distribution Method: OEM, Third-Party  
Number Installed: 500 / 1,000  
Date First Installed: June 1983

**POLYON INDUSTRIES**  
HD-16  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: IBM  
Capacity: 44M bytes, Formatted  
Average Access Time: 45 msec  
Mean Time Between Failure: 5 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$1,200 with controller  
Distribution Method: OEM, Third-Party  
Number Installed: 500 / 1,000  
Date First Installed: June 1983

Drive Type: Fixed  
Capacity: 51M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failures:  
17,000 hrs.  
Maximum Drive/Controller: 2  
Integral Controller: Yes  
Interface: ST-412  
Price: \$3,995 with controller  
Distribution Method: End User;  
OEM, Third-Party  
Number Installed: 800  
Date First Installed: November 1983  
(See Vendor Profile Page V-27)

## PRISM CORP.

888  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 55M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failures:  
10,000 hrs.  
Integral Controller: No  
Interface: ST-412  
Price: \$1,150 without controller  
Distribution Method: End User;  
OEM, Third-Party  
Number Installed: 100 - 500  
Date First Installed: December 1983  
(See Vendor Profile Page V-27)

## PRISM CORP.

888  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 71M bytes, Formatted  
Average Access Time: 32 msec  
Mean Time Between Failures:  
10,000 hrs.  
Integral Controller: No  
Interface: Anal X378.3, P/ram  
Price: \$1,750 without controller  
Distribution Method: End User;  
OEM, Third-Party  
Date First Installed: June 1984

## PRISM CORP.

888  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 88M bytes, Unformatted  
Average Access Time: 32 msec  
Mean Time Between Failures:  
10,000 hrs.  
Integral Controller: No  
Interface: ST-412  
Price: \$1,850 without controller  
Distribution Method: End User;  
OEM, Third-Party  
Number Installed: Under 100  
Date First Installed: January 1984

## PRISM CORP.

888  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 111M bytes, Unformatted  
Average Access Time: 32 msec  
Mean Time Between Failures:  
10,000 hrs.  
Integral Controller: No  
Interface: Anal X378.3, P/ram  
Price: \$2,300 without controller  
Distribution Method: End User;  
OEM, Third-Party  
Date First Installed: June 1984

## PRISM CORP.

888  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 85M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failures:  
10,000 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: Yes  
Interface: Anal X378.3, SMD, P/ram  
Price: \$2,550 without controller  
Distribution Method: End User;  
OEM, Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: October 1983

## PRISM CORP.

888  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 188M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failures:  
10,000 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: Yes  
Interface: Anal X378.3, SMD, P/ram  
Price: \$3,050 without controller  
Distribution Method: End User;  
OEM, Third-Party  
Date First Installed: June 1984

## PRISM CORP.

887  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 330M bytes, Unformatted  
Average Access Time: 25 msec  
Mean Time Between Failures:  
10,000 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: Yes  
Interface: Anal X378.3, SMD, P/ram  
Price: \$3,680 without controller  
Distribution Method: End User;  
OEM, Third-Party  
Date First Installed: April 1984

## PRISM CORP.

886  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 515M bytes, Unformatted  
Average Access Time: 25 msec  
Mean Time Between Failures:  
10,000 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: Yes  
Interface: Anal X378.3, SMD, P/ram  
Price: \$4,150 without controller  
Distribution Method: End User;  
OEM, Third-Party  
Date First Installed: June 1984

## PRISM CORP.

7059  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 12M bytes, Unformatted  
Average Access Time: 42 msec  
Mean Time Between Failures:  
10,000 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: Yes  
Interface: Anal X378.3, SMD, P/ram

Price: \$2,450 without controller;  
\$2,870 with controller  
Distribution Method: End User;  
OEM, Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: January 1982

## PROCOMP SYSTEMS, INC.

THURTON-32  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 80M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failures: 3,500  
hrs.  
Maximum Drive/Controller: 2  
Integral Controller: Yes  
Interface: SMD  
Price: \$8,000 with controller  
Distribution Method: End User;  
OEM  
Date First Installed: 1982  
(See Vendor Profile Page V-27)

## PROCOMP SYSTEMS, INC.

THURTON-148  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 140M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failures: 3,500  
hrs.  
Maximum Drive/Controller: 2  
Integral Controller: Yes  
Interface: SMD  
Price: \$7,000 with controller  
Distribution Method: End User;  
OEM  
Date First Installed: 1982

## SUALOGY

Formerly Data Systems Design  
C153 ONE 8008/8  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 36.10 bytes, Formatted  
Average Access Time: 33 msec  
Mean Time Between Failures: 2  
Integral Controller: Yes  
Interface: MOSCP  
Price: \$2,895 to \$12,295 with  
controller  
Distribution Method: OEM  
Date First Installed: July 1984  
(See Vendor Profile Page V-28)

## QUANTUM CORP.

Q44E  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 62.8M bytes, Formatted  
Average Access Time: 45 msec  
Mean Time Between Failures:  
10,000 hrs.  
Maximum Drive/Controller: 4  
Integral Controller: Yes  
Interface: ST-608  
Price: \$1,895 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: June 1983  
(See Vendor Profile Page V-28)

## QUANTUM CORP.

Q44E  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 62.8M bytes, Unformatted  
Average Access Time: 45 msec  
Mean Time Between Failures: 8,000  
hrs.  
Maximum Drive/Controller: 4  
Integral Controller: Yes  
Interface: Shugart SA 1000  
Price: \$3,000 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: June 1981

## QUANTUM CORP.

Q44E  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 62.8M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failures: 8,000  
hrs.  
Maximum Drive/Controller: 4  
Integral Controller: Yes  
Interface: Shugart SA 1000  
Price: \$3,885 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: June 1983

## QUICK, INC.

Q44-47  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 8M PC, Epson QX-10, Apple II, Tandy TRS-80  
Price: \$4,895 with controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
(See Vendor Profile Page V-28)

## QUICK, INC.

Q44-47  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 8M PC, Epson QX-10, Apple II, Tandy TRS-80  
Price: \$4,895 with controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
(See Vendor Profile Page V-28)

## QUICK, INC.

Q44-47  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 8M PC, Epson QX-10, Apple II, Tandy TRS-80  
Price: \$4,895 with controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
(See Vendor Profile Page V-28)

## QUICK, INC.

Q44-47  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Capacity: 8M PC, Epson QX-10, Apple II, Tandy TRS-80  
Price: \$4,895 with controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
(See Vendor Profile Page V-28)

## Rigid Disk Drives

Over 40M Bytes

Price: \$8,598 with controller  
Distribution Method: Third-Party

### ROBBER CORP.

#### ROBBER

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 42M bytes, Formatted  
Transfer Rate: 5,000K bps  
Average Access Time: 60 msec  
Mean Time Between Failure: 12,000 hrs.  
Integral Controller: No  
Interface: ST-506  
Price: \$9,015 without controller  
Distribution Method: OEM, Third-Party  
(See Vendor Profile Page V-33)

### SCIENTIFIC MICRO SYSTEMS

#### PM7-11

Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 80M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 12,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: DEC Q-Bus  
Price: \$8,000 with controller  
Distribution Method: OEM, Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: 1978  
(See Vendor Profile Page V-33)

### STANDARD DATA CORP.

#### SDC 88

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Capacity: 50M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 5,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SSI  
Distribution Method: OEM, Third-Party  
Date First Installed: September 1983  
(See Vendor Profile Page V-33)

### STANDARD DATA CORP.

#### SDC 88

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Capacity: 50M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 5,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SSI  
Distribution Method: OEM, Third-Party  
Date First Installed: September 1983  
(See Vendor Profile Page V-33)

### STAR TECHNOLOGIES, INC.

#### DAVE WINCHESTER SUBSYSTEM

Disk Diameter: 8 in.

### Drive Type: Fixed

Compatibility: 100 Nova  
Capacity: 58.0M bytes, Unformatted  
Average Access Time: 45 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: PDP-11  
Price: \$7,500 with controller  
Distribution Method: Third-Party  
Number Installed: 175  
Date First Installed: January 1981  
(See Vendor Profile Page V-33)

### SUNOL SYSTEMS, INC.

#### SBC 85

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 60M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 40,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$2,250 without controller  
\$5,300 with controller  
Date First Installed: January 1984  
(See Vendor Profile Page V-33)

### SUNOL SYSTEMS, INC.

#### SBC 85

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 60M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 40,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$5,895 without controller  
\$9,895 with controller  
Date First Installed: January 1984  
(See Vendor Profile Page V-33)

### SYSTEM INDUSTRIES, INC.

#### 8751

Disk Diameter: 10 1/2 in.  
Drive Type: Fixed  
Capacity: DEC VAX-11/730;  
PDP-11, 30 Nova, Eclipse  
Capacity: 474M bytes, Unformatted  
Average Access Time: 25 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 8  
Integral Controller: No  
Interface: SMD  
Distribution Method: End User, OEM, Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: July 1982  
(See Vendor Profile Page V-33)

### SYSTEMS PERSONALS

#### CONQUEST

DISKETTE ULTRASTORE  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 60M PC  
Capacity: 127M bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: ST-412  
Distribution Method: End User

### Third-Party

Date First Installed: March 1984  
(See Vendor Profile Page V-33)

### TEXAS INSTRUMENTS, INC.

#### WD 800-43

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 31,300, 600, 800,  
Capacity: 43.0M bytes, Formatted  
Average Access Time: 45 msec  
Integral Controller: Yes  
Price: \$18,100 with controller  
Distribution Method: OEM  
(See Vendor Profile Page V-33)

### UNIMATION

#### V-EXT 11

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 60M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: Yes  
Price: \$2,490 with controller  
(See Vendor Profile Page V-33)

### U.S. DESIGN CORP.

#### C88 800/78

Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: DEC Q-Bus L801,  
PDP-11, Intel Multibus  
Plug Compatibility: DEC R1007  
Capacity: 70M bytes, Formatted  
Average Access Time: 45 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Anal 1208  
Price: \$8,000 with controller  
Distribution Method: OEM, Third-Party  
Number Installed: 500  
Date First Installed: August 1982  
(See Vendor Profile Page V-33)

### U.S. DESIGN CORP.

#### V10X

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: DEC VAX-11, DEC  
PDP-11, Intel Multibus  
Capacity: 70M bytes, Unformatted  
Average Access Time: 10 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SCSI, Standard  
Price: \$2,395 with controller  
Distribution Method: End User, OEM  
Number Installed: Under 100  
Date First Installed: 1984

### U.S. DESIGN CORP.

#### V10X

Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 51M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 11,000 hrs.  
Integral Controller: No  
Interface: ST-506, ST-406/412  
Price: \$9,350 without controller  
Distribution Method: End User, OEM  
Number Installed: Under 100  
Date First Installed: April 1983  
(See Vendor Profile Page V-33)

### VECTON ELECTRONICS CO.

#### SAFE-132

Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 132M bytes, Unformatted  
Average Access Time: 95 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: SCSI, SMD  
Price: \$4,995 to \$11,995 with controller  
Distribution Method: End User  
Number Installed: 500 - 1,000  
Date First Installed: 1981  
(See Vendor Profile Page V-33)

### Integral Controller: Yes

Interface: SCSI, SMD  
Price: \$8,000 with controller  
Distribution Method: End User, OEM  
Number Installed: 100 - 500  
Date First Installed: July 1983  
(See Vendor Profile Page V-33)

### VECTON ELECTRONICS CO.

#### SAFE-132

Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 132M bytes, Unformatted  
Average Access Time: 95 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: SCSI, SMD  
Price: \$1,000 with controller  
Distribution Method: End User, OEM  
Number Installed: 10  
Date First Installed: July 1983

### VECTON ELECTRONICS CO.

#### SAFE-132

Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 212M bytes, Unformatted  
Average Access Time: 38 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: SCSI, SMD  
Price: \$12,000 with controller  
Distribution Method: End User, OEM  
Number Installed: 10  
Date First Installed: July 1983

### VECTON ELECTRONICS CO.

#### SAFE-132

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 51M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 11,000 hrs.  
Integral Controller: No  
Interface: ST-506, ST-406/412  
Price: \$9,350 without controller  
Distribution Method: End User, OEM  
Number Installed: Under 100  
Date First Installed: April 1983  
(See Vendor Profile Page V-33)

### VENTER PERIPHERALS, INC.

#### V180

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 51M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 11,000 hrs.  
Integral Controller: No  
Interface: ST-506, ST-406/412  
Price: \$9,350 without controller  
Distribution Method: End User, OEM  
Number Installed: Under 100  
Date First Installed: April 1983  
(See Vendor Profile Page V-33)

### WINCHESTER SYSTEMS, INC.

#### DATA SAFE 48

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: Intel Intell  
Plug Compatibility: Intel MC87-740  
Capacity: 60M bytes, Unformatted  
Average Access Time: 95 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: ST-506  
Price: \$4,995 to \$11,995 with controller  
Distribution Method: End User  
Number Installed: 500 - 1,000  
Date First Installed: 1981  
(See Vendor Profile Page V-33)

## 386 GB

8833  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 40M bytes, Unformatted  
Average Access Time: 20 msec  
Mean Time Between Failure:  
25,000 hrs  
Integral Controller: No  
Interface: ATA 12M  
Price: \$1,260 without controller  
Distribution Method: OEM  
Number Installed: 100 - 500  
Date First Installed: June 1982  
(See Vendor Profile Page V-38)

30M to 40M Bytes  
Capacity

## ALLEY COMPUTER

## PRODUCTS, INC.

## PC-XT/486

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC, Victor  
Technologies 9000, Wang PC  
Capacity: 20M bytes, Formatted  
Average Access Time: 35 msec  
Mean Time Between Failure:  
10,000 hrs  
Maximum Drive/Controller: 2  
Integral Controller: No  
Interface: ST-506  
Price: \$4,395 with controller  
Distribution Method: End User,  
Third-Party  
Date First Installed: January 1984  
(See Vendor Profile Page V-43)

## ALLEY COMPUTER

## PRODUCTS, INC.

## PC-XT/486

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC, Victor  
Technologies 9000, Wang PC  
Capacity: 40M bytes, Formatted  
Average Access Time: 35 msec  
Mean Time Between Failure:  
10,000 hrs  
Maximum Drive/Controller: 2  
Integral Controller: No  
Interface: ST-506  
Price: \$4,395 with controller  
Distribution Method: End User,  
Third-Party  
Date First Installed: January 1984

## AMPEX CORP.

## P7578 27

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 80M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
12,000 hrs  
Maximum Drive/Controller: 4  
Integral Controller: No  
Interface: ST-506  
Price: \$1,285 without controller  
Distribution Method: OEM  
Number Installed: 10,000 - 50,000  
Date First Installed: 1981  
(See Vendor Profile Page V-32)

## AMPEX CORP.

## P7578 27

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 26.6M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
12,000 hrs  
Maximum Drive/Controller: 4  
Integral Controller: No  
Interface: ST-506  
Price: \$1,438 without controller  
Distribution Method: OEM  
Number Installed: 10,000 - 50,000  
Date First Installed: 1981

## ATASHI CORP.

## 2623

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 33M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
12,000 hrs  
Integral Controller: No  
Interface: ST-506  
Price: \$1,850 without controller  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: October 1982  
(See Vendor Profile Page V-33)

## BERNARD INDUSTRIES, INC.

## BERNARD 3632

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: HP 8000, 3000, 1000,  
9603  
Capacity: 30-60M bytes, Formatted  
Average Access Time: 48 msec  
Mean Time Between Failure:  
10,000 hrs  
Maximum Drive/Controller: 1  
Integral Controller: Yes  
Interface: ST-506, HP-48  
Price: \$2,540 with controller  
Distribution Method: End User,  
OEM, Third-Party  
Date First Installed: January 1983  
(See Vendor Profile Page V-46)

## BERNARD INDUSTRIES, INC.

## BERNARD 3632

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: HP 8000, 3000, 1000,  
9603, HP 200, 100, 80  
Capacity: 30-60M bytes, Formatted  
Average Access Time: 48 msec  
Mean Time Between Failure:  
10,000 hrs  
Maximum Drive/Controller: 1  
Integral Controller: Yes  
Interface: ST-506, HP-48, IEEE-488  
Price: \$3,250 with controller  
Distribution Method: End User,  
OEM, Third-Party  
Date First Installed: July 1983

## BERNARD INDUSTRIES, INC.

## BERNARD 3632

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: HP 8000, 3000, 1000,  
9603, HP 200, 100, 80

## Plug Compatibility: HP 885A, HP

## 8132

Capacity: 30.0M bytes, Formatted  
Average Access Time: 48 msec  
Mean Time Between Failure:  
10,000 hrs  
Maximum Drive/Controller: 1  
Integral Controller: Yes  
Interface: ST-506, HP-48, IEEE-488  
Price: \$4,280 with controller  
Distribution Method: End User,  
OEM, Third-Party  
Date First Installed: January 1983

## CAMBO ELECTRONICS, INC.

## 3039

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Victor Technologies  
9000, NEC APC  
Capacity: 20M bytes, Formatted  
Average Access Time: 15 msec  
Mean Time Between Failure:  
10,000 hrs  
Maximum Drive/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,350 with controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
Date First Installed: September  
1982  
(See Vendor Profile Page V-49)

## CAMBO ELECTRONICS, INC.

## 3039S with PUSA

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Franklin Acs, NEC  
APL, Victor Technologies 9000, IBM  
PC  
Capacity: 40M bytes, Formatted  
Average Access Time: 60 msec  
Mean Time Between Failure: 6,000  
hrs  
Maximum Drive/Controller: 4  
Integral Controller: Yes  
Interface: DASHCON  
Price: \$8,895 with controller  
Distribution Method: Third-Party  
Number Installed: 1,000 - 5,000

## CANNIFF TECHNOLOGY, INC.

## C2048

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple, IBM PC, Tandy  
770-80  
Capacity: 40M bytes, Unformatted  
Average Access Time: 26 msec  
Mean Time Between Failure:  
10,000 hrs  
Maximum Drive/Controller: 5  
Integral Controller: No  
Interface: SCSI, ST-506, Shugart  
Price: \$2,200 with controller  
Distribution Method: Third-Party  
Number Installed: Under 100  
Date First Installed: April 1984  
(See Vendor Profile Page V-43)

## CENTRAL DATA CORP.

## C2083

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 35M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
10,000 hrs

## 10,000 hrs

## Integral Controller: No

## Interface: ATA X319.3

## Price: \$7,500 without controller

## Distribution Method: OEM, Third-Party

## Number Installed: Under 100

## Date First Installed: June 1983

## (See Vendor Profile Page V-46)

## CENTRAL DATA CORP.

## C2084

Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 40M bytes, Formatted  
Average Access Time: 65 msec  
Mean Time Between Failure: 6,000  
hrs  
Integral Controller: No  
Interface: ATA  
Price: \$7,900 with controller  
Distribution Method: Third-Party  
Date First Installed: January 1981

## CENTRAL DATA CORP.

## D4861

Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 33M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 7,000  
hrs  
Integral Controller: No  
Interface: Multibus  
Price: \$8,000 with controller  
Date First Installed: January 1981

## CENTRAL DATA CORP.

## D4862

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 40M bytes, Formatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 7,000  
hrs  
Integral Controller: No  
Interface: Multibus  
Price: \$9,300 with controller  
Distribution Method: Third-Party  
Date First Installed: January 1981

## CISCO INTERNATIONAL

## TARGA I

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC, Intersec  
Superman, Zentix 210-80/90,  
Kaypro  
Capacity: 21M bytes, Formatted  
Average Access Time: 65 msec  
Mean Time Between Failure: 6,000  
hrs  
Maximum Drive/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$1,795 with controller  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1980  
(See Vendor Profile Page V-48)

## COOPER

## H48 HARD DISK SUBSYSTEM

## Disk Diameter: 5 1/4 in.

## Drive Type: Fixed

## Capacity: 31M bytes, Unformatted

## Average Access Time: 45 msec

Mean Time Between Failure:  
10,000 hrs

## Rigid Disk Drives

20M to 40M Bytes

**Maxim Drives/Controller: 4**  
Integral Controller: Yes  
Interface: ST-506  
Price: \$3,995 without controller;  
\$5,495 with controller  
(See Vendor Profile Page V-7)

**COMPUTER MEMORIES, INC.**  
CM-3428 HALF-HIGH  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 25 Mbytes, Unformatted  
Average Access Time: 85 msec  
Mean Time Between Failure:  
12,000 hrs  
Integral Controller: No  
Interface: ST-506  
Price: \$1,100 without controller  
Distribution Method: OEM  
Date First Installed: October 1984  
(See Vendor Profile Page V-8)

**COMPUTER MEMORIES, INC.**  
CM-5426  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 20M bytes, Unformatted  
Average Access Time: 45 msec  
Mean Time Between Failure:  
12,000 hrs  
Integral Controller: No  
Interface: ST-506  
Price: \$1,880 without controller  
Distribution Method: OEM  
Number Installed: 10,000  
Date First Installed: January 1983

**COMPUTER MEMORIES, INC.**  
CM-5428  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 40M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure:  
12,000 hrs  
Integral Controller: No  
Interface: ST-506  
Price: \$1,800 without controller  
Distribution Method: OEM  
Number Installed: 100 - 500  
Date First Installed: January 1983

**CONTROL DATA CORP.**  
CDC 6416-5 WRITER  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 20M bytes, Unformatted  
Average Access Time: 45 msec  
Mean Time Between Failure:  
12,000 hrs  
Maximum Drives/Controller: 3  
Integral Controller: No  
Interface: FDI, LDI, ES, ESD  
Distribution Method: OEM  
Number Installed: 5,000 - 10,000  
Date First Installed: 1982  
(See Vendor Profile Page V-8)

**CONVEX SYSTEMS, INC.**  
CONVEX 20  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple II, Apple IIc, Apple IIx  
Capacity: 20M bytes, Unformatted  
Average Access Time: 72 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$4,450 with controller  
Distribution Method: Third-Party

Number Installed: 1,000 - 5,000  
Date First Installed: January 1981  
(See Vendor Profile Page V-8)

**CYBERONICS CORP.**  
CHD 11-20  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 20 Mbytes, Formatted  
Average Access Time: 38 msec  
Mean Time Between Failure: 4,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: DEC, Data  
Price: \$4,995 with controller  
Distribution Method: End User  
OEM  
Number Installed: 100 - 500  
Date First Installed: 1982  
(See Vendor Profile Page V-8)

**CYNTRA PERIPHERAL CORP.**  
D-330  
Drive Type: Fixed  
Compatibility: DEC, Tandem, Apple II, IBM PC  
Capacity: 20M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: SCSI, Seagate  
Price: \$3,150 without controller;  
\$4,000 with controller  
Distribution Method: End User  
Number Installed: Under 100  
Date First Installed: 1984  
(See Vendor Profile Page V-8)

**DATAMAC PERIPHERAL PRODUCTS**  
TRUSTOR 30  
Disk Diameter: 5 1/4 in.  
Drive Type: Removable  
Compatibility: IBM PC, Apple II, Commodore, Apple IIc  
Capacity: 20M bytes, Formatted  
Average Access Time: 45 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Data  
Price: \$2,395 with controller  
Distribution Method: Third-Party  
Number Installed: Under 100  
Date First Installed: February 1984  
(See Vendor Profile Page V-10)

**DATAMAC PERIPHERAL PRODUCTS**  
TRUSTOR 30T WITH INTEGRAL TAPE BACKUP  
Disk Diameter: 5 1/4 in.  
Drive Type: Removable  
Compatibility: IBM PC, Apple IIc  
Capacity: 20M bytes, Formatted  
Average Access Time: 45 msec  
Integral Controller: Yes  
Interface: Data  
Price: \$4,995 with controller  
Distribution Method: Third-Party  
Number Installed: Under 100

**DATAPoint CORP.**  
30 MB  
Disk Diameter: 5 1/4 in.

Drive Type: Fixed/Removable  
Compatibility: Datapoint  
Capacity: 20M bytes, Formatted  
Average Access Time: 15 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Microbus  
Distribution Method: End User  
(See Vendor Profile Page V-10)

**DAVONS SYSTEMS, INC.**  
8011-427  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 21M bytes, Formatted  
Average Access Time: 40 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$3,000 with controller  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1983  
(See Vendor Profile Page V-11)

**DAVONS SYSTEMS, INC.**  
8011-428  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 20M bytes, Formatted  
Average Access Time: 40 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: ST-506  
Price: \$3,895 with controller  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1983

**DEAC TECH. ONE**  
8020  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Compatibility: DEC, DG, TI, IBM  
Capacity: 20M bytes, Unformatted  
Average Access Time: 65 msec  
Mean Time Between Failure:  
10,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: AIX 1226, AIX 3275  
Price: \$800 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: 1982  
(See Vendor Profile Page V-12)

**DISCON, INC.**  
D-408  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 40M bytes, Formatted  
Average Access Time: 60 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$1,770 without controller;  
\$2,240 with controller  
Distribution Method: OEM  
Number Installed: 10,000 - 50,000  
Date First Installed: March 1982  
(See Vendor Profile Page V-12)

**DMA SYSTEMS CORP.**  
MICRO-MAGNUM 11/11  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable

Capacity: 20M bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs  
Integral Controller: No  
Interface: ST-506  
Price: \$2,500 without controller  
Distribution Method: OEM  
Number Installed: 20  
Date First Installed: May 1984  
(See Vendor Profile Page V-12)

**EDSON RESEARCH, INC.**  
EDS-408  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: NEC, Apple II, Apple IIc, IBM PC  
Capacity: 20M bytes, Formatted  
Mean Time Between Failure:  
12,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: SCSI  
Price: \$4,250 without controller;  
\$4,595 with controller  
Distribution Method: Third-Party  
Number Installed: Under 100  
Date First Installed: June 1983  
(See Vendor Profile Page V-12)

**EDSON RESEARCH, INC.**  
EDS-408  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: NEC, Apple II, Apple IIc, IBM PC  
Capacity: 40M bytes, Formatted  
Mean Time Between Failure:  
12,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: SCSI  
Price: \$4,650 without controller;  
\$5,395 with controller  
Distribution Method: Third-Party  
Number Installed: Under 100  
Date First Installed: June 1983

**FALCON TECHNOLOGY**  
FC EXTENDER 20MB  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 20M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure:  
11,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$3,395 with controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
Date First Installed: December 1983  
(See Vendor Profile Page V-14)

**FUJITSU AMERICA, INC.**  
80234  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 20M bytes, Unformatted  
Average Access Time: 93 msec  
Mean Time Between Failure:  
10,000 hrs  
Integral Controller: No  
Interface: ST-506, Shugart SA 400  
Price: \$1,895 without controller  
Distribution Method: End User

CEM: Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: 1983  
(See Vendor Profile Page V-16)

**FLUTWY AMERICA, INC.**  
10238  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 26.8M bytes, Unformatted  
Average Access Time: 35 msec  
Interface: ST-506, Shugart SA-4000  
Price: \$1,875 without controller  
Distribution Method: End User  
CEM: Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: 1983

**FLUTWY AMERICA, INC.**  
10238  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 21.4M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: No  
Interface: ST-506, Shugart SA-4000  
Price: \$2,850 without controller  
Distribution Method: End User  
CEM: Third-Party  
Number Installed: Under 100  
Date First Installed: 1984

**GENIE COMPUTER CORP.**  
06161, 16-18-20  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple II+, IBM PC/XT, TI Professional  
Capacity: 20M bytes, Formatted  
Average Access Time: 77 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: Yes  
Interface: SSI  
Price: \$2,895 with controller  
Distribution Method: Third-Party  
Date First Installed: November 1982  
(See Vendor Profile Page V-19)

**GENIE COMPUTER CORP.**  
GENIE 16-18  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Ramovable  
Compatibility: IBM PC/XT, Apple II, Professional  
Capacity: 20M bytes, Formatted  
Average Access Time: 87 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drive/Controller: 4  
Integral Controller: Yes  
Interface: SSI  
Price: \$3,880 with controller

**GENIE COMPUTER CORP.**  
GENIE 11-11  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Ramovable  
Compatibility: IBM PC/XT, Apple II, Professional  
Capacity: 20M bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drive/Controller: 4  
Integral Controller: Yes  
Interface: SSI

Price: \$4,995 with controller  
Date First Installed: August 1984

**GREAT LAKE COMPUTER PERIPHERALS, INC.**  
SUPERIOR SUBSYSTEM-46  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Plus Compatibility: IBM PC  
Capacity: 20M bytes, Unformatted  
Average Access Time: 45 msec  
Mean Time Between Failure: 12,000 hrs  
Maximum Drive/Controller: 1  
Integral Controller: Yes  
Interface: SSI  
Price: \$2,795 with controller  
Distribution Method: Third-Party  
Number Installed: Under 100  
Date First Installed: July 1983  
(See Vendor Profile Page V-15)

**GREAT LAKE COMPUTER PERIPHERALS, INC.**  
SUPERIOR SUBSYSTEM-46  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 30M bytes, Unformatted  
Average Access Time: 36 msec  
Mean Time Between Failure: 12,000 hrs  
Maximum Drive/Controller: 1  
Integral Controller: Yes  
Interface: SSI  
Price: \$3,749 with controller  
Distribution Method: Third-Party  
Number Installed: Under 100  
Date First Installed: July 1983

**GREAT LAKE COMPUTER PERIPHERALS, INC.**  
SUPERIOR SUBSYSTEM-148  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 40M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 12,000 hrs  
Maximum Drive/Controller: 1  
Integral Controller: Yes  
Interface: SSI  
Price: \$5,599 with controller  
Distribution Method: Third-Party  
Number Installed: Under 100  
Date First Installed: July 1983

**IS INTERFAC, INC.**  
IS VMS 819  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC, IBM PC/XT  
Capacity: 21.8M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drive/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$1,295 without controller  
\$1,395 with controller  
Distribution Method: OEM; Third-Party  
Number Installed: 100 - 500  
Date First Installed: July 1983  
(See Vendor Profile Page V-17)

**KEENESEY CO.**  
8173  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 24M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drive/Controller: 9  
Interface: Anal 1226, Anal X378.3, SHD, Disk Bus  
Price: \$1,995 without controller  
Distribution Method: End User  
CEM  
Number Installed: 5,000  
Date First Installed: September 1979  
(See Vendor Profile Page V-18)

**KEENESEY CO.**  
8173  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 40M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drive/Controller: 18  
Interface: Anal 1226, Anal X378.3, SHD, Disk Bus  
Price: \$3,195 without controller  
Distribution Method: End User  
CEM  
Number Installed: 500 - 1,000  
Date First Installed: September 1981

**MINISSEX CORP.**  
383  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 23.4M bytes, Unformatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drive/Controller: 1  
Integral Controller: Yes  
Interface: Shugart SA-4000  
Price: \$2,270 without controller  
Distribution Method: OEM  
Date First Installed: February 1982  
(See Vendor Profile Page V-21)

**MINISSEX CORP.**  
383  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 20M bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: No  
Interface: ST-506  
Price: \$1,380 without controller  
Distribution Method: OEM  
Date First Installed: July 1983

**MINISSEX CORP.**  
384  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 26.7M bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: No  
Interface: ST-506  
Price: \$1,590 without controller  
Distribution Method: OEM

**MINISSEX CORP.**  
311  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 20M bytes, Unformatted  
Average Access Time: 25 msec  
Mean Time Between Failure: 1,100 hrs  
Integral Controller: No  
Interface: ST-506  
Price: \$2,200 without controller  
Distribution Method: OEM  
Date First Installed: November 1983

**MICRO DATA SYSTEMS**  
22 148  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Zurich Z86, Xerox 1, Xerox 5-100  
Capacity: 20M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 18,500 hrs  
Maximum Drive/Controller: 2  
Integral Controller: Yes  
Price: \$2,495 with controller  
Distribution Method: Third-Party  
Number Installed: 100 - 1,000  
Date First Installed: July 1982  
(See Vendor Profile Page V-21)

**MICRO-DESIGNS**  
DATA 16-16  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Ramovable  
Compatibility: IBM, Apple, Tandy  
Capacity: 20M bytes, Formatted  
Average Access Time: 45 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drive/Controller: 2  
Interface: ST-506  
Price: \$3,495 with controller  
Distribution Method: End User  
Third-Party  
Number Installed: Under 100  
Date First Installed: August 1984  
(See Vendor Profile Page V-24)

**MICRO-DESIGNS**  
DATA 16-16  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Ramovable  
Compatibility: IBM, Apple, Tandy  
Capacity: 20M bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drive/Controller: 2  
Interface: ST-506  
Price: \$3,795 with controller  
Distribution Method: End User  
Third-Party  
Date First Installed: August 1984

**MICRO-DESIGNS**  
DATA 16-16  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Ramovable  
Compatibility: IBM, Apple, Tandy  
Capacity: 40M bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drive/Controller: 2  
Interface: ST-506

## Rigid Disk Drives

20M to 40M Bytes

Price: \$4,195 with controller  
Distribution Method: End User;  
Third-Party  
Number Installed: Under 100  
Date First Installed: July 1984

### MICRO-SERIES

DATA 11-11  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM, Apple, Tandy  
Capacity: 20M bytes, Formatted  
Average Access Time: 65 msec  
Mean Time Between Failure: 5,000 hrs  
Maximum Drives/Controller: 2  
Interface: ST-506  
Distribution Method: End User;  
Third-Party  
Number Installed: Under 100  
Date First Installed: August 1984

### MICRO-SERIES

PRO-38  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM, Apple, Tandy  
Capacity: 20M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 5,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$7,499 with controller  
Distribution Method: End User;  
Third-Party  
Number Installed: 300 - 1,000  
Date First Installed: January 1984

### MICRO-SERIES

PRO-38  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM, Apple, Tandy  
Capacity: 20M bytes, Formatted  
Average Access Time: 75 msec  
Mean Time Between Failure: 5,000 hrs  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$2,395 with controller  
Distribution Method: End User;  
Third-Party  
Number Installed: 100 - 500  
Date First Installed: January 1984

### MICRO-SERIES

90-439  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM, Apple, Tandy  
Capacity: 25M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 5,000 hrs  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$3,495 with controller  
Distribution Method: End User;  
Third-Party  
Number Installed: 100 - 500  
Date First Installed: January 1984

### MICRO-SERIES

90-439  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM, Apple, Tandy

Capacity: 35M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 5,000 hrs  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$1,895 with controller  
Distribution Method: End User;  
Third-Party  
Number Installed: 100 - 500  
Date First Installed: January 1984

### MICROPOLIS CORP.

1200 AHS  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 27 MB bytes, Unformatted  
Average Access Time: 42 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drives/Controller: 8  
Integral Controller: No  
Interface: ATA 1225  
Price: \$2,790 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: November 1979  
(See Vendor Profile Page V-22)

### MICROPOLIS CORP.

1362  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Plug Compatibility: ST-506/412  
Capacity: 25.9M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 13,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: ST-506/412  
Price: \$875 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: April 1983

### MINDSCREE CORP.

3488 HALF-HEIGHT  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 25.5M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: No  
Interface: ST-412  
Distribution Method: OEM  
Date First Installed: 1984  
(See Vendor Profile Page V-20)

### MINDSCREE CORP.

4820  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Plug Compatibility: ST-412  
Capacity: 20M bytes, Unformatted  
Average Access Time: 120 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: ST-412  
Price: \$885 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: June 1982

### MYTHUSON ELECTRONICS

#### ASSEMBLY, INC.

MR 522  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 25.5M bytes, Unformatted  
Average Access Time: 85 msec  
Integral Controller: No  
Interface: ST-506  
Price: \$1,220 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: April 1984  
(See Vendor Profile Page V-20)

### MYTHUSON ELECTRONICS

#### ASSEMBLY, INC.

MR 522  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 25.5M bytes, Unformatted  
Average Access Time: 85 msec  
Integral Controller: No  
Interface: ST-506  
Price: \$1,220 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: April 1984  
(See Vendor Profile Page V-20)

### MOUNTAIN COMPUTER, INC.

20MB DRIVE FOR IBM PC  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 20M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-418  
Price: \$3,295 with controller  
Date First Installed: October 1982  
(See Vendor Profile Page V-23)

### MOUNTAIN COMPUTER, INC.

32MB DRIVE FOR IBM PC  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 32M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-418  
Price: \$4,495 with controller  
Date First Installed: November 1983

### NEC INFORMATION SYSTEMS

D2259  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 25.5M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 12,500 hrs  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: SAM  
Price: \$2,575 with controller  
Distribution Method: OEM  
Date First Installed: June 1982  
(See Vendor Profile Page V-24)

### NEC INFORMATION SYSTEMS

D634  
Disk Diameter: 5 1/4 in.

Capacity: 21M bytes, Unformatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs  
Maximum Drives/Controller: 5  
Integral Controller: Yes  
Interface: Teacup  
Price: \$1,410 with controller  
Distribution Method: OEM  
Date First Installed: April 1983

### NESTAR SYSTEMS, INC.

PLAN 9000 MODEL 30 FILE SERVER  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 24M bytes, Formatted  
Mean Time Between Failure: 25,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Accret  
Distribution Method: End User;  
OEM, Third-Party  
Number Installed: 100 - 500  
(See Vendor Profile Page V-24)

### NESTAR SYSTEMS, INC.

PLAN 9000 MODEL 60 FILE SERVER  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 42M bytes, Formatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 25,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Accret  
Distribution Method: End User;  
OEM, Third-Party  
Number Installed: 100 - 500

### OWT & BH

58-88  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: ST-506  
Capacity: 42M bytes, Formatted  
Average Access Time: 58 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: No  
Interface: ST-506  
Price: \$990 without controller  
Distribution Method: Third-Party  
Date First Installed: June 1983  
(See Vendor Profile Page V-25)

### OWT & BH

7778  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 20.9M bytes, Unformatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Ana K778 S, MB Bus  
Price: \$1,650 without controller;  
\$1,900 with controller  
Distribution Method: OEM, Third-Party



Distribution Method: OEM, Third-Party  
Number Installed: 15,000  
Date First Installed: June 1979

#### STARI DATA, INC.

C-258  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 20M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failures: 10,000 hrs.  
Integral Controller: No  
Interface: ST-506, ST-412  
Price: \$785 with controller  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: December 1982  
(See Vendor Profile Page V-25)

#### PERDONS DATA CORP.

PDC 2015A  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Tandy TRS-80, IBM PC, Apple II  
Capacity: 20M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failures: 10,000 hrs.  
Maximum Drives/Controller: 4  
Interface: Medium Digital  
Price: \$2,185 with controller  
Distribution Method: OEM, Third-Party  
(See Vendor Profile Page V-26)

#### PHILASCOATES, INC.

MARK 26  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Horiba Advantage, Apple, IBM PC, Zilog Z-80, Tandy TRS-80  
Plug Compatibility: Z-80  
Capacity: 20M bytes, Unformatted  
Transfer Rate: 65K bps  
Average Access Time: 30 msec  
Mean Time Between Failures: 10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$3,235 without controller  
\$3,335 with controller  
Distribution Method: End User, OEM  
Number Installed: 100 - 500  
Date First Installed: January 1983  
(See Vendor Profile Page V-26)

#### PHILASCOATES, INC.

MARK 26  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Horiba Advantage, Apple, IBM PC  
Capacity: 20M bytes, Unformatted  
Transfer Rate: 65K bps  
Average Access Time: 30 msec  
Mean Time Between Failures: 10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$3,450 without controller  
\$3,750 with controller

Distribution Method: End User, OEM  
Number Installed: 100 - 500  
Date First Installed: January 1983

#### POLYGRAPHIC SYSTEMS

HD 18  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Polygraph B813, Polygraph B810  
Capacity: 20M bytes, Unformatted  
Average Access Time: 70 msec  
Mean Time Between Failures: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: S-100  
Price: \$2,955 with controller  
Distribution Method: End User, OEM, Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: September 1982  
(See Vendor Profile Page V-27)

#### PRISM CORP.

PS40  
Disk Diameter: 5 in.  
Drive Type: Fixed  
Capacity: 20M bytes, Unformatted  
Average Access Time: 42 msec  
Mean Time Between Failures: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Apple X379, SMD, Pym  
Price: \$1,550 without controller  
\$2,470 with controller  
Distribution Method: End User, OEM, Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: July 1980  
(See Vendor Profile Page V-27)

#### PRIDMORE SYSTEMS, INC.

TRUSTOR-36  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC, Apple II, Procomp  
Capacity: 20M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failures: 3,500 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: S-100  
Price: \$2,450 with controller  
Distribution Method: End User, OEM  
Date First Installed: 1982

#### QUALITY

Formerly Data Systems Design  
DSD 778-48  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Intel Multibus  
Distribution Method: End User, OEM  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 20M bytes, Formatted  
Average Access Time: 65 msec  
Mean Time Between Failures: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$5,465 with controller  
Distribution Method: End User, OEM  
(See Vendor Profile Page V-28)

#### QUALITY

Formerly Data Systems Design  
DSD 880  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Compatibility: DEC  
Capacity: 31M bytes, Formatted  
Average Access Time: 85 msec  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Shugart SA 1000  
Price: \$5,465 with controller  
Distribution Method: End User, OEM  
Number Installed: 10,000 - 50,000  
Date First Installed: 1979

#### QUALITY

Formerly Data Systems Design  
DSD 880  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 31M bytes, Formatted  
Average Access Time: 85 msec  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Shugart SA 1000  
Price: \$5,465 with controller  
Distribution Method: OEM  
Number Installed: 100

#### QUANTUM CORP.

QCB  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Plug Compatibility: ST-412  
Capacity: 21M bytes, Unformatted  
Average Access Time: 45 msec  
Mean Time Between Failures: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: ST-506  
Price: \$1,875 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: June 1983  
(See Vendor Profile Page V-28)

#### QUANTUM CORP.

QCB  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Plug Compatibility: Seagate ST-412  
Capacity: 31M bytes, Unformatted  
Average Access Time: 45 msec  
Mean Time Between Failures: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: ST-506  
Price: \$1,795 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: June 1983

#### QUANTUM CORP.

QCB26  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 31M bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failures: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Shugart SA 1000  
Price: \$2,785 without controller

Distribution Method: OEM, Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: June 1981

#### QUANTUM CORP.

QCB26  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 30M bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failures: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Shugart SA 1000  
Price: \$2,885 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: June 1981

#### SAGES, INC.

DSK-49  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC, Epson QX-10, Apple II Series, Tandy TRS-80  
Capacity: 20M bytes, Formatted  
Average Access Time: 77 msec  
Mean Time Between Failures: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$2,885 with controller  
Distribution Method: Third-Party  
Number Installed: 1,000 - 5,000  
(See Vendor Profile Page V-28)

#### SAGES, INC.

DSK-49  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC, Epson QX-10, Apple II Series, Tandy TRS-80  
Capacity: 21M bytes, Formatted  
Average Access Time: 120 msec  
Mean Time Between Failures: 8,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$4,000 with controller  
Distribution Method: Third-Party

#### SAGES, INC.

DSK-48  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC, Epson QX-10, Apple II Series, Tandy TRS-80  
Capacity: 20M bytes, Formatted  
Average Access Time: 77 msec  
Mean Time Between Failures: 8,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$4,200 with controller  
Distribution Method: Third-Party

#### SEVENTH BROTHERS, INC.

GA-630  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple II, Apple II+, Apple III, IBM PC, PCXT  
Capacity: 20M bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failures: 8,000 hrs.

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**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$2,795 without controller  
**Distribution Method:** OEM, Third-Party  
**Number Installed:** 500 - 1,000  
**Date First Installed:** 1984  
 (See Vendor Profile Page V-28)

**ROBSON CORP.**  
**R2050**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 31M bytes, Formatted  
**Transfer Rate:** 5,000 Kbps  
**Average Access Time:** 80 msec  
**Mean Time Between Failures:** 12,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$1,815 without controller  
**Distribution Method:** OEM, Third-Party  
 (See Vendor Profile Page V-30)

**ROBSON CORP.**  
**R08M**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 21M bytes, Formatted  
**Average Access Time:** 90 msec  
**Mean Time Between Failures:** 12,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$1,295 to \$1,760 without controller  
**Distribution Method:** OEM, Third-Party  
**Date First Installed:** January 1982

**SEAGATE TECHNOLOGY**  
**ST-428**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 20.9M bytes, Formatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failures:** 11,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$1,270 without controller  
**Distribution Method:** OEM, Third-Party  
 (See Vendor Profile Page V-31)

**STANDARD DATA CORP.**  
**SDC 34**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM PC/XT, Zenith Z100  
**Capacity:** 34M bytes, Formatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failures:** 5,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** SCSI  
**Distribution Method:** OEM, Third-Party  
**Date First Installed:** 1983  
 (See Vendor Profile Page V-32)

**STAR TECHNOLOGIES, INC.**  
**STAR TECHNOLOGIES SUBST WINCHESTER SUBSYSTEM 2488**  
**Disk Diameter:** 5 1/4 in.

**Drive Type:** Fixed  
**Compatibility:** DG Nova  
**Capacity:** 34M bytes, Unformatted  
**Average Access Time:** 45 msec  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Price  
**Price:** \$5,600 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** 330  
**Date First Installed:** January 1981  
 (See Vendor Profile Page V-33)

**STOREX CORP.**  
**S23HF**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC, IBM PC/XT  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failures:** 3,800 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** SCSI  
**Price:** \$2,595 with controller  
**Distribution Method:** End User, Third-Party  
**Date First Installed:** March 1984  
 (See Vendor Profile Page V-32)

**STOREX CORP.**  
**S24123**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM PC, IBM PC/XT  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failures:** 3,800 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** SCSI  
**Price:** \$4,395 with controller  
**Distribution Method:** End User, Third-Party  
**Date First Installed:** March 1984

**STOREX CORP.**  
**S24123**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM PC, IBM PC/XT  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failures:** 3,800 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** SCSI  
**Price:** \$5,005 with controller  
**Distribution Method:** End User, Third-Party  
**Date First Installed:** March 1984

**STOREX CORP.**  
**S24124**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM PC, IBM PC/XT  
**Capacity:** 30M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failures:** 3,800 hrs.

**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** SCSI  
**Price:** \$5,995 with controller  
**Distribution Method:** End User, Third-Party

**Third-Party**  
**Date First Installed:** March 1984  
**SUNNY SYSTEMS, INC.**  
**S80 35**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM, Apple, Epson, Victor Technologies  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failures:** 40,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Price  
**Price:** \$2,380 without controller  
**Distribution Method:** End User, Third-Party  
**Date First Installed:** August 1983  
 (See Vendor Profile Page V-33)

**SUNOL SYSTEMS, INC.**  
**S80 48**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM, Epson, Apple, Victor Technologies  
**Capacity:** 40M bytes, Formatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failures:** 40,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Price  
**Price:** \$4,290 without controller  
**Distribution Method:** End User, Third-Party  
**Date First Installed:** August 1983

**SYSTEMS PERIPHERALS**  
**CONSULTANTS**  
**DISKETTE JR. 28**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 90 msec  
**Mean Time Between Failures:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** ST-406  
**Price:** \$1,450  
**Distribution Method:** End User, Third-Party  
**Number Installed:** 150  
**Date First Installed:** July 1983  
 (See Vendor Profile Page V-32)

**TANSON CORP.**  
**T405**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 31.0M bytes, Unformatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failures:** 11,000 hrs.  
**Integral Controller:** No  
**Distribution Method:** OEM  
**Date First Installed:** January 1983  
 (See Vendor Profile Page V-33)

**TECHMAR, INC.**  
**WINCHESTER SUBSYSTEM 2488**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC, Columbia, Eagle PC, Telexcom PC  
**Capacity:** 33M bytes, Formatted  
**Average Access Time:** 72 msec

**Mean Time Between Failures:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$4,295 with controller  
**Distribution Method:** Third-Party  
**Date First Installed:** June 1983  
 (See Vendor Profile Page V-34)

**THOMSON DISK, INC.**  
**DATA FILE 304**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Sanyo M8C Series, Zenith Z100, IBM PC  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failures:** 8,000 hrs.  
**Maximum Drives/Controller:** 1  
**Integral Controller:** Yes  
**Interface:** ST-406  
**Price:** \$3,195 with controller  
**Distribution Method:** End User, Third-Party  
**Number Installed:** 100 - 500  
 (See Vendor Profile Page V-35)

**UNIVATION**  
**4-EXT 38**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failures:** 10,000 hrs.  
**Integral Controller:** Yes  
**Price:** \$2,495 to \$2,895 with controller  
 (See Vendor Profile Page V-36)

**UNIVATION**  
**4-EXT 38**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Victor Technologies  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failures:** 10,000 hrs.  
**Integral Controller:** Yes  
**Price:** \$2,800 with controller  
**Date First Installed:** 1982

**UNIVATION, INC.**  
**5 1/4" HARD DISK**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 155 msec  
**Mean Time Between Failures:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Price:** \$2,950 without controller  
**Distribution Method:** OEM, Third-Party  
**Number Installed:** Under 100

**UNIVATION, INC.**  
**5 1/4" HARD DISK**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Victor Technologies  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 155 msec  
**Mean Time Between Failures:** 8,000 hrs.



Price: \$2,295 with controller  
Distribution Method: Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: September 1982  
(See Vendor Profile Page V-3)

**CAMPS ELECTRONICS, INC.**  
CM-2615  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Victor Technology  
9000; NEC APC  
Capacity: 15M bytes, Formatted  
Average Access Time: 15 msec  
Mean Time Between Failures:  
10,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,295 with controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
Date First Installed: September 1982

**CENTRAL DATA CORP.**  
CD001  
Disk Diameter: 5 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Average Access Time: 35 msec  
Mean Time Between Failures: 9,000 hrs  
Integral Controller: No  
Interface: Atari  
Price: \$4,200 with controller  
Distribution Method: Third-Party  
Date First Installed: January 1981  
(See Vendor Profile Page V-3)

**CORVUS SYSTEMS**  
CORVUS  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM, DEC, HP,  
Compaq, Technicon  
Capacity: 5M bytes, Formatted  
Transfer Rate: 825K tps  
Average Access Time: 35 msec  
Mean Time Between Failures:  
11,000 hrs  
Integral Controller: No  
Interface: ST-506, ST-412  
Price: \$2,495 without controller,  
\$400 with controller  
Distribution Method: OEM, Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: June 1983  
(See Vendor Profile Page V-3)

**CORVUS SYSTEMS**  
CORVUS  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM, DEC, HP,  
Compaq, Technicon  
Capacity: 10M bytes, Formatted  
Transfer Rate: 825K tps  
Average Access Time: 35 msec  
Mean Time Between Failures:  
11,000 hrs  
Integral Controller: No  
Interface: ST-506, ST-412  
Price: \$2,495 without controller,  
\$400 with controller  
Distribution Method: OEM, Third-Party

Number Installed: 5,000 - 10,000  
Date First Installed: June 1983

**COMPUTER DYNAMICS, INC.**  
CM-4  
Disk Diameter: 6 in.  
Drive Type: Fixed  
Compatibility: IBM PC, Heath 85,  
90, Apple II  
Capacity: 8M bytes, Unformatted  
Average Access Time: 10 msec  
Mean Time Between Failures:  
18,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Atari 1200, Atari XTB 5,  
Shugart SA 1000, Sea, SCSI, SMD  
ST-506, Trident, S-100, STD  
Price: \$1,200 with controller  
Distribution Method: End User  
Number Installed: 500 - 1,000  
Date First Installed: 1982  
(See Vendor Profile Page V-3)

**COMPUTER MEMORIES, INC.**  
CM-2011 MLP-HIGHT  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 12.7M bytes, Unformatted  
Average Access Time: 85 msec  
Mean Time Between Failures:  
12,000 hrs  
Integral Controller: No  
Interface: ST-506  
Price: \$1,000 without controller  
Distribution Method: OEM  
Date First Installed: October 1984  
(See Vendor Profile Page V-3)

**COMPUTER MEMORIES, INC.**  
CM-4039  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 6.3M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failures:  
12,000 hrs  
Integral Controller: No  
Interface: ST-506  
Price: \$1,000 without controller  
Distribution Method: OEM  
Number Installed: More Than 50,000  
Date First Installed: July 1981

**COMPUTER MEMORIES, INC.**  
CM-5412  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 12M bytes, Unformatted  
Average Access Time: 77 msec  
Mean Time Between Failures:  
10,000 hrs  
Maximum Drives/Controller: No  
Interface: ST-506  
Price: \$1,050 without controller  
Distribution Method: OEM  
Number Installed: 10,000  
Date First Installed: July 1981

**COMPUTER MEMORIES, INC.**  
CM-5418  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 18M bytes, Unformatted  
Average Access Time: 77 msec  
Mean Time Between Failures:  
12,000 hrs  
Integral Controller: No  
Interface: ST-506

Price: \$1,050 without controller  
Distribution Method: OEM  
Number Installed: 14,000  
Date First Installed: July 1981

**COMPUTER MEMORIES, INC.**  
CM-4013  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 13M bytes, Unformatted  
Average Access Time: 45 msec  
Mean Time Between Failures:  
12,000 hrs  
Integral Controller: No  
Interface: ST-506  
Price: \$1,375 without controller  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: January 1983

**CONTEX INTERNATIONAL**  
COMPLEX CR-1818  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Epson QX-10  
Capacity: 10M bytes, Formatted  
Average Access Time: 95 msec  
Integral Controller: No  
Price: \$2,295 without controller  
Distribution Method: Third-Party  
Date First Installed: 1983  
(See Vendor Profile Page V-3)

**CORE, INC.**  
CORE 5115  
Disk Diameter: 5 in.  
Drive Type: Removable  
Compatibility: IBM 5110, IBM 5120,  
IBM PC  
Capacity: 10.6M bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failures: 8,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Sea  
Price: \$9,395 with controller  
Distribution Method: End User  
Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: September 1982  
(See Vendor Profile Page V-3)

**CORVUS SYSTEMS, INC.**  
CORVUS 8  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple, IBM, Tandy  
TRS  
Capacity: 14M bytes, Unformatted  
Average Access Time: 72 msec  
Mean Time Between Failures:  
10,000 hrs  
Integral Controller: Yes  
Price: \$3,495 with controller  
Distribution Method: Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: January 1980  
(See Vendor Profile Page V-3)

**CORVUS SYSTEMS, INC.**  
CORVUS 8  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple, IBM, Tandy  
TRS  
Capacity: 7M bytes, Unformatted  
Average Access Time: 72 msec  
Maximum Drives/Controller: 4

Integral Controller: Yes  
Price: \$2,495 with controller  
Distribution Method: Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: December 1979

**CORVUS SYSTEMS, INC.**  
CORVUS MODEL 8  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple Macintosh,  
DEC, TI, Corvus  
Capacity: 9.5M bytes, Unformatted  
Average Access Time: 90 msec  
Mean Time Between Failures: 6,000 hrs

Integral Controller: Yes  
Interface: ST-506, ST-412  
Price: \$1,795 with controller  
Date First Installed: July 1984

**CORVUS SYSTEMS, INC.**  
CORVUS MODEL 11  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple Macintosh,  
DEC, TI, Corvus  
Capacity: 11.1M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failures: 6,000 hrs  
Integral Controller: Yes  
Interface: ST-506, ST-412  
Price: \$2,495 with controller  
Date First Installed: July 1984

**CORVUS SYSTEMS, INC.**  
CORVUS MODEL 16  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple Macintosh,  
DEC, TI, Corvus  
Capacity: 15.6M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failures: 6,000 hrs  
Integral Controller: Yes  
Interface: ST-506, ST-412  
Price: \$3,195 with controller  
Date First Installed: July 1984

**CORVUS SYSTEMS, INC.**  
CORVUS 8  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM, Tandy  
TRS  
Capacity: 14M bytes, Unformatted  
Average Access Time: 72 msec  
Mean Time Between Failures:  
10,000 hrs  
Integral Controller: Yes  
Price: \$3,495 with controller  
Distribution Method: Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: January 1980  
(See Vendor Profile Page V-3)

**CYTRINA PERIPHERAL CORP.**  
D-18  
Disk Diameter: 10 1/2 in.  
Drive Type: Removable  
Compatibility: DEC, Tandy, Apple,  
IBM PC  
Capacity: 10M bytes, Formatted  
Average Access Time: 50 msec  
Mean Time Between Failures: 8,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Sea, SCSI

## Rigid Disk Drives

Under 20M Bytes

Price: \$2,000 without controller  
\$4,000 with controller  
Distribution Method: OEM  
Number Installed: 10,000 - 50,000  
Data First Installed: 1978  
(See Vendor Profile Page V-8)

### STYRIA PERIPHERAL CORP.

D-148  
Disk Diameter: 10 1/2 in.  
Drive Type: Fixed/Removable  
Compatibility: DEC, Tandy, Apple, IBM PC  
Capacity: 10M bytes, Formatted  
Average Access Time: 50 msec  
Mean Time Between Failures: 5,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Bus, SCSI  
Price: \$3,100 without controller;  
\$4,800 with controller  
Distribution Method: End User  
Number Installed: 1,000 - 5,000  
Data First Installed: 1978

### BATA GENERAL CORP.

8226  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 3M bytes, Formatted  
Average Access Time: 60 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: DG Compatible  
Price: \$4,175 with controller  
Distribution Method: End User  
OEM  
Data First Installed: August 1982  
(See Vendor Profile Page V-8)

### BATA GENERAL CORP.

8222  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 15M bytes, Formatted  
Average Access Time: 65 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: DG Compatible  
Price: \$5,800 with controller  
Distribution Method: End User  
OEM  
Data First Installed: August 1982

### BATAMAX PERIPHERAL PRODUCTS

TRUSTOR 16  
Disk Diameter: 5 1/4 in.  
Drive Type: Removable  
Compatibility: IBM PC, Apple II, Compact PC, Apple IIe  
Capacity: 10M bytes, Formatted  
Average Access Time: 45 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Bus  
Price: \$1,495 with controller  
Distribution Method: Third-Party  
Number Installed: 10,000 - 50,000  
Data First Installed: November 1983  
(See Vendor Profile Page V-10)

### BATAMAX

DATA MAX WFD-1  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Datapoint UN-1;  
Datamax UN-10  
Capacity: 5.5M bytes, Formatted

Average Access Time: 125 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$7,000 with controller  
Distribution Method: End User  
Third-Party  
Number Installed: Under 100  
Data First Installed: June 1982  
(See Vendor Profile Page V-10)

### BATAPONT CORP.

8313  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Datapoint  
Capacity: 10M bytes, Formatted  
Average Access Time: 85 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Microbus  
Distribution Method: End User  
OEM  
Data First Installed: October 1982  
(See Vendor Profile Page V-10)

### BATAPONT CORP.

8315  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Datapoint  
Capacity: 10M bytes, Formatted  
Average Access Time: 85 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Microbus  
Price: \$7,495 with controller  
Distribution Method: End User  
Data First Installed: October 1982

### BAYVIEW SYSTEMS, INC.

10811-618  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 10M bytes, Formatted  
Average Access Time: 110 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Microbus  
Price: \$2,995 with controller  
Distribution Method: OEM, Third-Party  
Data First Installed: June 1982  
(See Vendor Profile Page V-11)

### BAYVIEW SYSTEMS, INC.

10811-615  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 15M bytes, Formatted  
Average Access Time: 110 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,895 with controller  
Distribution Method: OEM, Third-Party  
Data First Installed: June 1982

### BAYVIEW SYSTEMS, INC.

10811-626  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 3M bytes, Formatted  
Average Access Time: 110 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: ST-506

Distribution Method: OEM; Third-Party  
Number Installed: 1,000 - 5,000  
Data First Installed: June 1982

### BENTON EQUIPMENT CORP.

RC65  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: DEC Rainbow 10  
Capacity: 5M bytes, Formatted  
Average Access Time: 170 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Price: \$2,895 with controller  
Distribution Method: End User  
Data First Installed: 1983  
(See Vendor Profile Page V-11)

### BENTON EQUIPMENT CORP.

RC61  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: DEC Professional 350  
Capacity: 10M bytes, Formatted  
Average Access Time: 170 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Price: \$2,365 with controller  
Distribution Method: End User  
Data First Installed: 1983

### BROCKTON, INC.

D-188  
Disk Diameter: 8 in.  
Drive Type: Fixed/Removable  
Capacity: 10M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failures: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$2,350 without controller;  
\$2,500 with controller  
Distribution Method: OEM  
Number Installed: 10,000 - 50,000  
Data First Installed: December 1981  
(See Vendor Profile Page V-12)

### BMA SYSTEMS CORP.

MICRO-MAGNUM 2/5  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Capacity: 10M bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failures: 8,000 hrs.

Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: ST-506  
Price: \$2,000 without controller  
Distribution Method: OEM  
Number Installed: 12,000  
Data First Installed: October 1982  
(See Vendor Profile Page V-12)

### BRYER, INC.

WHICHES DRIVE SUBSYSTEM  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC, TI 99-4A, TI Professional, Tandy TRS-80  
Capacity: 18.1M bytes, Formatted  
Average Access Time: 65 msec  
Mean Time Between Failures: 11,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: ST-506

Price: \$1,395 with controller  
Distribution Method: OEM; Third-Party  
Number Installed: Under 100  
(See Vendor Profile Page V-12)

### BROWN RESEARCH, INC.

DISCAGE 1088  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: MS-DOS, Apple II, Apple II+, IBM PC  
Capacity: 15M bytes, Formatted  
Mean Time Between Failures: 12,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: SCSI  
Price: \$3,350 without controller;  
\$3,600 with controller  
Distribution Method: Third-Party  
Number Installed: Under 100  
Data First Installed: June 1983  
(See Vendor Profile Page V-12)

### BROWN RESEARCH, INC.

PC EXTENDER 1088  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 15M bytes, Formatted  
Average Access Time: 65 msec  
Mean Time Between Failures: 11,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$1,895 with controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
Data First Installed: December 1983  
(See Vendor Profile Page V-14)

### BROWN RESEARCH, INC.

PC EXTENDER 1088  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 15M bytes, Formatted  
Average Access Time: 65 msec  
Mean Time Between Failures: 11,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$1,895 with controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
Data First Installed: December 1983

### FOURTH DIMENSION SYSTEMS

HARD COPY 18  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 15M bytes, Formatted  
Average Access Time: 50 msec  
Mean Time Between Failures: 11,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$1,295 without controller  
Distribution Method: Third-Party  
Number Installed: 1,500  
Data First Installed: November 1983  
(See Vendor Profile Page V-14)

### PLATON AMERICA, INC.

HEDSTAT (HALF-HOUR)  
Disk Diameter: 5 1/4 in.

Drive Type: Fixed  
Capacity: 6.7M bytes, Formatted  
Average Access Time: 96 msec  
Mean Time Between Failures:  
10,000 hrs  
Integral Controller: No  
Interface: ST-506, Shugart SA 4000  
Price: \$1,260 without controller  
Distribution Method: End User;  
OEM, Third-Party  
Data First Installed: 1984  
(See Vendor Profile Page V-16)

**PLATON AMERICA, INC.**  
M2323  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 13.3M bytes, Formatted  
Average Access Time: 53 msec  
Integral Controller: No  
Interface: ST-506, Shugart SA 4000  
Price: \$1,350 without controller  
Distribution Method: End User;  
OEM, Third-Party  
Number Installed: 1,500 - 5,000  
Data First Installed: 1983

**PLATON AMERICA, INC.**  
M2324T (8M-16M)  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 13.3M bytes, Unformatted  
Average Access Time: 50 msec  
Mean Time Between Failures:  
10,000 hrs  
Integral Controller: No  
Interface: ST-506, Shugart SA 4000  
Price: \$1,395 without controller  
Distribution Method: End User;  
OEM, Third-Party  
Number Installed: Under 100  
Data First Installed: 1984

**SEINE COMPUTER CORP.**  
SEINE 8+8  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Randomize  
Capacity: IBM PC-XT, Apple  
II+ II Professional  
Capacity: 10M bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failures: 8,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SSI  
Price: \$2,895 with controller  
Distribution Method: End User;  
OEM, Third-Party  
Number Installed: 1,000 - 5,000  
Data First Installed: December 1982  
(See Vendor Profile Page V-16)

**SEINE COMPUTER CORP.**  
SEINE 18+  
Disk Diameter: 5 1/4 in.  
Drive Type: Randomize  
Capacity: 11 Professional, IBM  
PC-XT, Apple  
Capacity: 15M bytes, Formatted  
Average Access Time: 57 msec  
Mean Time Between Failures:  
10,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SSI  
Price: \$2,495 with controller  
Data First Installed: August 1984

**SEINE COMPUTER CORP.**  
SEINE 18+  
Disk Diameter: 5 1/4 in.  
Drive Type: Randomize  
Capacity: 11 Professional, IBM  
PC-XT, Apple  
Capacity: 15M bytes, Formatted  
Average Access Time: 57 msec  
Mean Time Between Failures:  
10,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SSI  
Price: \$2,495 with controller  
Data First Installed: August 1984

**GREAT LAKE COMPUTER**  
PERIPHERALS, INC.  
SUPERIOR SUBSYSTEM-18  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: IBM PC  
Capacity: 10M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failures:  
12,000 hrs  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: SSI  
Price: \$1,095 with controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
Data First Installed: July 1983  
(See Vendor Profile Page V-15)

**GREAT LAKE COMPUTER**  
PERIPHERALS, INC.  
SUPERIOR SUBSYSTEM-25  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: IBM PC  
Capacity: 10M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failures:  
12,000 hrs  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: SSI  
Price: \$2,245 with controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
Data First Installed: July 1983

**GREAT LAKE COMPUTER**  
PERIPHERALS, INC.  
116 ETOWASIST  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: IBM PC  
Capacity: 10M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failures:  
12,000 hrs  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: SSI  
Price: \$1,295 with controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
Data First Installed: July 1983

**HEWLETT-PACKARD CO.**  
7808 P/W  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: HP 1000, 256, 9000,  
200 Series  
Capacity: 18.9M bytes, Formatted  
Average Access Time: 50 msec  
Integral Controller: Yes  
Interface: HP-B, IEEE-488  
Price: \$5,000 with controller  
Distribution Method: End User  
Number Installed: 1,000 - 5,000  
Data First Installed: 1981  
(See Vendor Profile Page V-14)

**HEWLETT-PACKARD CO.**  
8154A  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: HP 80, 100, 200,  
8623T  
Capacity: 4 MB bytes, Formatted  
Average Access Time: 186 msec

Mean Time Between Failures: 6,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: HP-B, IEEE-488  
Price: \$3,500 with controller  
Distribution Method: End User  
Number Installed: 1,000 - 5,000

**HEWLETT-PACKARD CO.**  
8154A OPT, 815  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: HP 80, 87, HP 200  
Series  
Capacity: 4 MB bytes, Formatted  
Average Access Time: 186 msec  
Mean Time Between Failures: 6,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: HP-B, IEEE-488  
Price: \$4,500 with controller  
Distribution Method: End User  
Number Installed: 100 - 500

**IS INTERFAC, INC.**  
IS VM 18P  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: IBM PC, IBM PC/XT  
Capacity: 10.8M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failures:  
10,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$1,095 without controller;  
\$1,295 with controller  
Distribution Method: OEM, Third-Party  
Number Installed: 100 - 500  
Data First Installed: July 1982  
(See Vendor Profile Page V-17)

**IS INTERFAC, INC.**  
IS VM 18P  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: IBM PC, IBM PC/XT  
Capacity: 15.9M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failures:  
10,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$1,095 without controller;  
\$1,295 with controller  
Distribution Method: OEM, Third-Party  
Number Installed: 100 - 500  
Data First Installed: July 1982

**IS INTERFAC, INC.**  
IS VM 3P  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: IBM PC, IBM PC/XT  
Capacity: 3.5M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failures:  
10,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$1,095 without controller;  
\$1,295 with controller

Distribution Method: OEM, Third-Party  
Number Installed: 100 - 500  
Data First Installed: July 1982

**WYNN MAGNETICS SYSTEMS, INC.**  
418  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 15M bytes, Unformatted  
Average Access Time: 33 msec  
Mean Time Between Failures:  
10,000 hrs  
Maximum Drives/Controller: 6  
Integral Controller: Yes  
Interface: Irwin  
Price: \$1,800 without controller;  
\$2,800 with controller  
Distribution Method: OEM  
Data First Installed: 1981  
(See Vendor Profile Page V-18)

**WYNN MAGNETICS SYSTEMS, INC.**  
616  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 15M bytes, Unformatted  
Average Access Time: 33 msec  
Mean Time Between Failures:  
10,000 hrs  
Maximum Drives/Controller: 6  
Integral Controller: Yes  
Interface: Irwin  
Price: \$2,500 without controller;  
\$3,700 with controller  
Distribution Method: OEM  
Data First Installed: 1981

**LAPINE TECHNOLOGY, INC.**  
RAMPER 3821  
Disk Diameter: 3 1/2 in.  
Drive Type: Fixed  
Capacity: 5M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failures:  
20,000 hrs  
Integral Controller: No  
Interface: ST-506, ST-506/412  
Price: \$898 with controller  
Distribution Method: OEM  
Data First Installed: July 1984  
(See Vendor Profile Page V-18)

**LAPINE TECHNOLOGY, INC.**  
RAMPER 3822  
Disk Diameter: 3 1/2 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failures:  
20,000 hrs  
Integral Controller: No  
Interface: ST-506, ST-506/412  
Price: \$958 with controller  
Distribution Method: OEM  
Data First Installed: July 1984

**MAYNARD ELECTRONICS**  
APOLLO WSA  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 3.5M bytes, Formatted  
Average Access Time: 45 msec  
Mean Time Between Failures:  
12,000 hrs  
Maximum Drives/Controller: 2

## Rigid Disk Drives

Under 20M Bytes

**Integral Controller:** Yes  
**Interface:** ST-508  
**Price:** \$2,895 with controller  
**Distribution Method:** End User;  
OEM, Third-Party  
**Number Installed:** 500 - 1,000  
**Date First Installed:** June 1984  
*(See Vendor Profile Page V-20)*

### BAYNARD ELECTRONICS

**GM90 WB90**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 10 MB bytes, Unformatted  
**Average Access Time:** 18 msec  
**Mean Time Between Failure:** 20,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** No  
**Interface:** ST-508  
**Price:** \$1,395 with controller  
**Distribution Method:** End User;  
OEM, Third-Party  
**Number Installed:** 5,000 - 10,000  
**Date First Installed:** February 1984

### BAYNARD ELECTRONICS

**GM90 WB90**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 10 MB bytes, Formatted  
**Average Access Time:** 100 msec  
**Mean Time Between Failure:** 14,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-508  
**Price:** \$1,295 with controller  
**Distribution Method:** End User;  
OEM, Third-Party  
**Number Installed:** 10,000 - 50,000  
**Date First Installed:** August 1983

### BERNARD CORP.

**101**  
**Disk Diameter:** 5 in.  
**Drive Type:** Fixed  
**Capacity:** 11.7M bytes, Unformatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 1  
**Integral Controller:** Yes  
**Interface:** Dragon SA 4000  
**Price:** \$1,500 without controller  
**Distribution Method:** OEM  
**Date First Installed:** September 1980  
*(See Vendor Profile Page V-27)*

### BERNARD CORP.

**321**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 6.7M bytes, Unformatted  
**Average Access Time:** 90 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-508  
**Price:** \$850 without controller  
**Distribution Method:** OEM  
**Date First Installed:** July 1983

### BERNARD CORP.

**322**  
**Disk Diameter:** 5 1/4 in.

**Drive Type:** Fixed  
**Capacity:** 13.2M bytes, Unformatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-508  
**Price:** \$1,190 without controller  
**Distribution Method:** OEM  
**Date First Installed:** July 1983

### BERNARD CORP.

**MT08**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 5.3M bytes, Unformatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 13,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-508, ST-412  
**Price:** \$500 without controller  
**Distribution Method:** OEM, Third-Party  
**Number Installed:** 500 - 1,000  
**Date First Installed:** March 1984  
*(See Vendor Profile Page V-27)*

### BERNARD CORP.

**MT12**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 12.7M bytes, Unformatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 12,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-508, ST-412  
**Price:** \$1,200 without controller  
**Distribution Method:** OEM, Third-Party  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** March 1984

### BIG DATA SYSTEMS

**E2 805**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 5M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-508 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** December 1981  
*(See Vendor Profile Page V-27)*

### BIG DATA SYSTEMS

**E2 805**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 19M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Price:** \$2,495 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** 100 - 500

**Date First Installed:** March 1982

### BIG DATA SYSTEMS

**DATA 5 + 5**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Capacity:** 5M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Interface:** ST-508  
**Price:** \$2,495 with controller  
**Distribution Method:** End User;  
Third-Party  
**Number Installed:** 50  
*(See Vendor Profile Page V-27)*

### BIG DATA SYSTEMS

**DATA 11**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Capacity:** 11M bytes, Formatted  
**Average Access Time:** 65 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Interface:** ST-508  
**Distribution Method:** End User;  
Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** August 1984

### BIG DATA SYSTEMS

**PRO-18**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 18M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-508  
**Price:** \$1,229 with controller  
**Distribution Method:** End User;  
Third-Party  
**Number Installed:** 500 - 1,000  
**Date First Installed:** January 1984

### BIG DATA SYSTEMS

**80-518**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Capacity:** 8M bytes, Formatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Interface:** ST-508  
**Price:** \$2,895 with controller  
**Distribution Method:** End User;  
Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** January 1984

### BIG DATA SYSTEMS

**WPI 12**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 12M bytes, Formatted  
**Average Access Time:** 20 msec  
**Maximum Drives/Controller:** 2

**Integral Controller:** Yes  
**Interface:** ST-508  
**Price:** \$1,895 with controller  
**Distribution Method:** OEM, Third-Party  
*(See Vendor Profile Page V-27)*

### BIG DATA SYSTEMS

**1201**  
**Disk Diameter:** 5 in.  
**Drive Type:** Fixed  
**Capacity:** 8.2M bytes, Unformatted  
**Average Access Time:** 42 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** Microdrive  
**Price:** \$2,880 without controller  
**Distribution Method:** OEM, Third-Party  
**Number Installed:** 10,000 - 50,000  
**Date First Installed:** November 1979  
*(See Vendor Profile Page V-20)*

### BIG DATA SYSTEMS

**INTERNATIONAL CORP.**  
**MOSES 19818**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 12.7M bytes, Unformatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:** 1,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-508  
**Distribution Method:** OEM, Third-Party  
**Number Installed:** 5,000 - 10,000  
**Date First Installed:** January 1982  
*(See Vendor Profile Page V-20)*

### BIG DATA SYSTEMS

**8012**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 12.8M bytes, Unformatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** ST-412  
**Price:** \$540 without controller  
**Distribution Method:** OEM  
**Number Installed:** More Than 50,000  
**Date First Installed:** December 1981  
*(See Vendor Profile Page V-20)*

### BIG DATA SYSTEMS

**3212 HALF-HIGH**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 12.8M bytes, Unformatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-412  
**Price:** \$608 without controller  
**Distribution Method:** OEM  
**Number Installed:** 20,000  
**Date First Installed:** 1984

### BIG DATA SYSTEMS

**3212 HALF-HIGH**  
**Disk Diameter:** 5 1/4 in.



## Under 20M Bytes

Drive Type: Fixed  
Capacity: 12M bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: No  
Interface: ST-412  
Price: \$636 without controller  
Distribution Method: OEM  
Number Installed: 20,000  
Date First Installed: 1984

## MINISER COMP.

3012  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Plug Compatibility: ST-412  
Average Access Time: 155 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: No  
Interface: ST-412  
Price: \$658 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: January 1983  
(See Vendor Profile Page V-22)

## MITSUBISHI COMP.

HD-18M  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 10M bytes, Formatted  
Mean Time Between Failure: 14,000 hrs  
Integral Controller: Yes  
Price: \$1,250 without controller  
Distribution Method: Third-Party  
Number Installed: 1,000 - 5,000  
(See Vendor Profile Page V-25)

## MITSUBISHI ELECTRONICS

AMERICA, INC.  
MR 521  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 12.7M bytes, Unformatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs  
Integral Controller: No  
Interface: ST-408  
Price: \$875 with controller  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1984  
(See Vendor Profile Page V-23)

## MOUNTAIN COMPUTER, INC.

008-61-444-03  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple, Apple II  
Capacity: 15M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-412  
Price: \$2,485 with controller  
Distribution Method: End User  
(See Vendor Profile Page V-23)

## MOUNTAIN COMPUTER, INC.

008-61-444-03  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed

Compatibility: Apple I, Apple II  
Capacity: 15M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-418  
Price: \$2,595 with controller  
Distribution Method: OEM  
Date First Installed: October 1982

## MOUNTAIN COMPUTER, INC.

008-61-443-03  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 10M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-412  
Price: \$2,305 with controller  
Distribution Method: End User

## MOUNTAIN COMPUTER, INC.

008-61-484-03  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 15M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-418  
Price: \$2,785 to \$2,995 with controller  
Distribution Method: OEM  
Date First Installed: October 1982

## MOUNTAIN COMPUTER, INC.

008-61-444-03  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple II  
Capacity: 15M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-418  
Price: \$2,595 with controller  
Distribution Method: OEM  
Date First Installed: October 1982

## MOUNTAIN COMPUTER, INC.

008-61-444-03  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple II  
Capacity: 15M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-412  
Price: \$2,485 with controller  
Distribution Method: End User  
(See Vendor Profile Page V-23)

## MOUNTAIN COMPUTER, INC.

008-61-444-03  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed

Drive Type: Fixed  
Compatibility: 11 80/44  
Capacity: 10M bytes, Formatted  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$2,199 with controller  
Distribution Method: End User  
Third-Party  
Number Installed: 100 - 500  
Date First Installed: January 1983  
(See Vendor Profile Page V-23)

## MYARC, INC.

W081/180-18  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: 11 80/44  
Capacity: 10M bytes, Formatted  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$2,199 with controller  
Distribution Method: End User  
Third-Party  
Number Installed: 100 - 500  
Date First Installed: January 1983

## MYARC, INC.

W081/180-18  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: 11 80/44  
Capacity: 5M bytes, Formatted  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$1,899 with controller  
Distribution Method: End User  
Third-Party  
Number Installed: 100 - 500  
Date First Installed: January 1983

## NEC INFORMATION SYSTEMS

6214  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 5M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs  
Maximum Drives/Controller: 5  
Integral Controller: Yes  
Interface: ST-728  
Price: \$815 with controller  
Distribution Method: OEM, Third-Party  
Date First Installed: April 1982  
(See Vendor Profile Page V-24)

## NEC INFORMATION SYSTEMS

0024  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10.1M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs  
Maximum Drives/Controller: 5  
Integral Controller: Yes  
Interface: ST-728  
Price: \$1,180 with controller  
Distribution Method: OEM, Third-Party  
Date First Installed: April 1983

## NEC INFORMATION SYSTEMS

0024  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 15.2M bytes, Formatted  
Average Access Time: 85 msec

Mean Time Between Failure: 11,000 hrs  
Maximum Drives/Controller: 5  
Integral Controller: Yes  
Interface: ST-728  
Price: \$1,260 with controller  
Distribution Method: OEM, Third-Party  
Date First Installed: April 1983

## NESTAR SYSTEMS, INC.

PLAT 200 MODEL 19 FILE SERVER  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple II, Apple IIe, IBM PC  
Capacity: 10M bytes, Formatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 23,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Acronit  
Price: \$10,000 with controller  
Distribution Method: End User  
Third-Party  
Number Installed: 100 - 500  
(See Vendor Profile Page V-26)

## NEW WORLD COMPUTER CO., INC.

TURBO-ONE  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC, IBM PCXT, Columbia, Corona  
Capacity: 10M bytes, Formatted  
Average Access Time: 18 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-508, ST-412  
Price: \$2,950 with controller  
Distribution Method: End User  
OEM  
Number Installed: 50  
Date First Installed: October 1983  
(See Vendor Profile Page V-24)

## ONIX &amp; NE

6008H  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 9.3M bytes, Unformatted  
Average Access Time: 68 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: No  
Interface: ST-508  
Price: \$900 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: July 1982  
(See Vendor Profile Page V-25)

## ONIX &amp; NE

8012H  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Plug Compatibility: ST-412  
Capacity: 12.7M bytes, Unformatted  
Average Access Time: 68 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drives/Controller: 2

## Rigid Disk Drives

## Rigid Disk Drives

Under 20M Bytes

Integral Controller: No  
Interface: ST-506  
Price: \$550 without controller  
Distribution Method: OEM, Third-Party  
Number installed: More than 50,000  
Date First Installed: July 1982

**ONYX & IM**  
50184  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 18 MB bytes, Unformatted  
Average Access Time: 58 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: No  
Interface: ST-506  
Price: \$550 without controller  
Distribution Method: OEM, Third-Party  
Number installed: More than 50,000  
Date First Installed: July 1982

**ONYX & IM**  
7716  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 12 MB bytes, Unformatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Axi XT87.3, IBM Bus  
Price: \$1,700 with controller  
Distribution Method: OEM, Third-Party  
Number installed: 20,000  
Date First Installed: June 1978

**OTANI DATA, INC.**  
C-987  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 5M bytes, Formatted  
Average Access Time: 75 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: Yes  
Interface: ST-506, ST-412  
Price: \$410 with controller  
Distribution Method: OEM, Third-Party  
Number installed: 500 - 1,000  
Date First Installed: December 1982  
(See Vendor Profile Page V-28)

**OTANI DATA, INC.**  
C-614  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Average Access Time: 75 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: ST-506, ST-412  
Price: \$450 with controller  
Distribution Method: OEM  
Number installed: 1,000 - 5,000  
Date First Installed: December 1982

**OTANI DATA, INC.**  
C-618  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 15M bytes, Formatted  
Average Access Time: 75 msec

Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: ST-506, ST-412  
Price: \$450 with controller  
Distribution Method: OEM  
Number installed: 1,000 - 5,000  
Date First Installed: December 1982

**OTANI DATA, INC.**  
P416-167  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 5M bytes, Formatted  
Average Access Time: 75 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: ST-506, ST-412  
Price: \$450 with controller  
Distribution Method: OEM  
Number installed: 500 - 1,000  
Date First Installed: December 1982

**PERCOM DATA CORP.**  
M-105  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Average Access Time: 330 msec  
Mean Time Between Failure: 20,000 hrs.  
Integral Controller: Yes  
Price: \$2,895 with controller  
Distribution Method: OEM  
Date First Installed: July 1984  
(See Vendor Profile Page V-29)

**PERCOM DATA CORP.**  
P40 616A  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: Tandy TRS-80, IBM PC, Apple II  
Capacity: 10M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Western Digital  
Price: \$2,295 with controller  
Distribution Method: OEM, Third-Party

**PERCOM DATA CORP.**  
P40 1616A  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: Tandy TRS-80, IBM PC, Apple II  
Capacity: 10M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Western Digital  
Price: \$2,295 with controller  
Distribution Method: OEM, Third-Party

**PERSONAL MICRO COMPUTERS, INC.**  
KDD H619  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 11M bytes, Formatted  
Average Access Time: 50 msec

Mean Time Between Failure: 11,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$1,795 without controller  
Distribution Method: End User, Third-Party  
(See Vendor Profile Page V-26)

**PRASCOGATES, INC.**  
P256-168  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Transfer Rate: 800K bps  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs.

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,200 with controller  
Distribution Method: End User, OEM  
Number installed: 100 - 500  
Date First Installed: May 1983  
(See Vendor Profile Page V-36)

**PROCOM SYSTEMS, INC.**  
TRULTOR-10  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: IBM PC, Apple II, Procomp  
Capacity: 10M bytes, Unformatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 3,500 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Sea  
Price: \$1,450 with controller  
Distribution Method: End User, OEM  
Date First Installed: 1980  
(See Vendor Profile Page V-27)

**S & P COMPUTER SYSTEMS**  
M-188  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 15M bytes, Formatted  
Average Access Time: 330 msec  
Mean Time Between Failure: 20,000 hrs.  
Integral Controller: Yes  
Price: \$2,895 with controller  
Distribution Method: OEM  
Number installed: Under 100  
Date First Installed: July 1984  
(See Vendor Profile Page V-28)

**QUALITY**  
DDQ T76-16  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Unformatted  
Average Access Time: 50 msec  
Maximum Drives/Controller: 5  
Integral Controller: Yes  
Interface: Shugart SA 1000  
Price: \$4,025 with controller  
Distribution Method: End User, OEM

(See Vendor Profile Page V-26)

**QUANTUM CORP.**  
Q2010  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 10 MB bytes, Unformatted  
Average Access Time: 55 msec  
Mean Time Between Failure: 8,000 hrs.

Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Shugart SA 1000  
Price: \$1,775 without controller  
Distribution Method: OEM, Third-Party  
Number installed: 1,000 - 5,000  
Date First Installed: June 1981  
(See Vendor Profile Page V-28)

**SIGORS, INC.**  
DSK-42  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: IBM PC, Epson QX-10, Apple II Series, Tandy TRS-80  
Capacity: 10M bytes, Formatted  
Average Access Time: 120 msec  
Mean Time Between Failure: 9,000 hrs.

Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$1,899 with controller  
Distribution Method: Third-Party  
Number installed: Under 100  
Date First Installed: January 1984  
(See Vendor Profile Page V-28)

**SIGORS, INC.**  
DSK-42  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: IBM PC, Epson QX-10, Apple II Series, Tandy TRS-80  
Capacity: 10M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 5,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$2,495 with controller  
Distribution Method: Third-Party  
Number installed: 1,000 - 5,000  
Date First Installed: January 1982

**SIGORS, INC.**  
DSK-42  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: IBM PC, Epson QX-10, Apple II Series, Tandy TRS-80  
Capacity: 10M bytes, Formatted  
Average Access Time: 120 msec  
Mean Time Between Failure: 8,000 hrs.

Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$2,795 with controller  
Distribution Method: Third-Party  
Number installed: 1,000 - 5,000  
Date First Installed: January 1982

**SIGORS, INC.**  
DSK-42  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Capacity: IBM PC, Epson QX-10, Apple II Series, Tandy TRS-80  
Capacity: 10M bytes, Formatted  
Average Access Time: 85 msec

Mean Time Between Failure: 5,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$3,795 with controller  
Distribution Method: Third-Party

**QUINTON RESEARCH, INC.**  
QA-685  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple II, Apple II+, Apple IIe, IBM PC, PCXT  
Capacity: 10M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs  
Integral Controller: No  
Price: \$1,895 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: May 1983  
(See Vendor Profile Page V-39)

**QUINTON RESEARCH, INC.**  
QA-615  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple II, Apple II+, Apple IIe, IBM PC, PCXT  
Capacity: 10M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,185 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: May 1983

**QUINTON RESEARCH, INC.**  
QA-615  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple II, Apple II+, Apple IIe, IBM PC, PCXT  
Capacity: 10M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,495 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: 1984

**ROBINS CORP.**  
R0261  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 5M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 12,000 hrs  
Integral Controller: No  
Interface: ST-506  
Price: \$775 to \$950 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1983  
(See Vendor Profile Page V-33)

**ROBINS CORP.**  
R0268  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 12,000 hrs  
Integral Controller: No  
Interface: ST-506  
Price: \$1,110 to \$1,480 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: January 1982

**ROBINS CORP.**  
R0263  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 12,000 hrs  
Integral Controller: No  
Interface: ST-506  
Price: \$1,110 to \$1,480 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: January 1982

**ROBINS CORP.**  
R0265  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: ST-506  
Capacity: 10M bytes, Formatted  
Transfer Rate: 625K/sec  
Average Access Time: 82 msec  
Mean Time Between Failure: 12,000 hrs  
Integral Controller: No  
Interface: ST-506  
Price: \$2,250 to \$1,245 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: April 1983

**SEAGATE TECHNOLOGY**  
ST-412  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10-0M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 11,000 hrs  
Integral Controller: No  
Interface: ST-506  
Distribution Method: OEM, Third-Party  
Date First Installed: 1983  
(See Vendor Profile Page V-31)

**SEAGATE TECHNOLOGY**  
ST-458  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 5M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 11,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: ST-506  
Price: \$720 without controller  
Distribution Method: OEM, Third-Party

Date First Installed: 1982

**SEAGATE TECHNOLOGY**  
ST-412  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 11,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: ST-506  
Price: \$850 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: February 1982

**SEAGATE TECHNOLOGY**  
ST-415  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 11,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: ST-506  
Price: \$1,285 without controller  
Distribution Method: OEM, Third-Party

**STANDARD DATA CORP.**  
SDC 15  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC/XT, Zenith  
2100  
Capacity: 10M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 5,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Sea  
Distribution Method: OEM, Third-Party  
Date First Installed: September 1983  
(See Vendor Profile Page V-32)

**STANDARD DATA CORP.**  
SDC 15  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC/XT, Zenith  
2100  
Capacity: 10M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 5,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Sea  
Distribution Method: OEM, Third-Party  
Date First Installed: September 1983

**STAR TECHNOLOGIES, INC.**  
DAY WRITER SUBSYSTEM  
1688  
Disk Diameter: 5 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Average Access Time: 45 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes

Price: \$1,500 with controller  
Distribution Method: Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: January 1981  
(See Vendor Profile Page V-32)

**STOREX CORP.**  
S3233  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC, IBM PC/XT  
Capacity: 10M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SCSI  
Price: \$2,295 with controller  
Distribution Method: End User, Third-Party  
Date First Installed: August 1983  
(See Vendor Profile Page V-32)

**STOREX CORP.**  
S3416  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC, IBM PC/XT  
Capacity: 10M bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SCSI  
Price: \$3,995 with controller  
Distribution Method: End User, Third-Party  
Date First Installed: August 1983

**SUNM, SYSTEMS, INC.**  
S80 8  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM, Epson, Apple, Vector Technologies  
Capacity: 8M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 40,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$1,865 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: August 1983  
(See Vendor Profile Page V-33)

**SUNM, SYSTEMS, INC.**  
S80 15  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM, Epson, Apple, Vector Technologies  
Capacity: 18M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 40,000 hrs  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$2,480 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: August 1983

**SYSTEMS PERIPHERALS**  
CONVERTA/RTS  
DISKETTES, II, IV  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed

## Rigid Disk Drives

Under 20M Bytes

**COMPATIBILITY: IBM PC**  
Capacity: 10M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: ST-506  
Distribution Method: End User  
Third-Party  
Number Installed: 150  
(See Vendor Profile Page V-35)

**TAMRON CORP.**  
TAMRON  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 9.6M bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Distribution Method: OEM  
Date First Installed: January 1983  
(See Vendor Profile Page V-35)

**TAMRON CORP.**  
TAMRON  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 12.8M bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Distribution Method: OEM  
Date First Installed: January 1983

**TAMRON CORP.**  
TAMRON  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 18.1M bytes, Unformatted  
Average Access Time: 85 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Distribution Method: OEM  
Date First Installed: January 1983

**TAMRON CORP.**  
TAMRON  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 1.4M bytes, Unformatted  
Average Access Time: 153 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Distribution Method: OEM  
Date First Installed: April 1980

**TAMRON CORP.**  
TAMRON  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 9.6M bytes, Unformatted  
Average Access Time: 210 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Distribution Method: OEM  
Date First Installed: April 1980

**TAMRON CORP.**  
TAMRON  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 3.6M bytes, Unformatted

Average Access Time: 153 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Distribution Method: OEM  
Date First Installed: April 1980

**TAMRON CORP.**  
TAMRON  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 14.4M bytes, Unformatted  
Average Access Time: 210 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Distribution Method: OEM  
Date First Installed: April 1980

**TECHNAR, INC.**  
WINCHESTER SQUARE/18  
EXPANSION  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 16M PC Columns,  
Eight, Ten-sided  
Plug Compatibility: 11  
Capacity: 10M bytes, Formatted  
Average Access Time: 72 msec  
Mean Time Between Failure: 6,000  
hrs.  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$2,795 with controller  
Date First Installed: March 1982  
(See Vendor Profile Page V-34)

**TECHNAR, INC.**  
WINCHESTER SQUARE/18  
EXPANSION  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 16M PC Columns,  
Eight, Ten-sided  
Plug Compatibility: 11  
Capacity: 10M bytes, Formatted  
Average Access Time: 72 msec  
Mean Time Between Failure: 6,000  
hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$3,195 with controller  
Distribution Method: Third-Party  
Number Installed: 500  
Date First Installed: November 1982

**TEXAS INSTRUMENTS, INC.**  
WD 580  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Average Access Time: 87 msec  
Mean Time Between Failure:  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,000 with controller  
Distribution Method: Third-Party  
(See Vendor Profile Page V-35)

**TEXAS INSTRUMENTS, INC.**  
WD 580/18  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 18.6M bytes, Formatted  
Average Access Time: 42 msec  
Integral Controller: Yes  
Price: \$14,700 with controller  
Distribution Method: OEM  
Date First Installed: April 1982

**TEXAS INSTRUMENTS, INC.**  
WD 580/18  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 18.6M bytes, Formatted  
Average Access Time: 42 msec  
Integral Controller: Yes  
Price: \$14,700 with controller  
Distribution Method: OEM  
Date First Installed: April 1982

**THOUGHTWORKS, INC.**  
DATA PLUS 10M  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Average Access Time: 210 msec  
Mean Time Between Failure: 6,000  
hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,995 with controller  
Distribution Method: End User  
Third-Party  
Number Installed: 2,000  
(See Vendor Profile Page V-35)

**TRAK MICROCOMPUTER CORP.**  
COMMANDER 8  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Average Access Time: 72 msec  
Mean Time Between Failure: 6,000  
hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$1,895 with controller  
Distribution Method: Third-Party  
Number Installed: 600  
Date First Installed: November 1982  
(See Vendor Profile Page V-35)

**TRAK MICROCOMPUTER CORP.**  
COMMANDER 16  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Average Access Time: 72 msec  
Mean Time Between Failure: 6,000  
hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,195 with controller  
Distribution Method: Third-Party  
Number Installed: 500  
Date First Installed: November 1982

**TRAK MICROCOMPUTER CORP.**  
COMMANDER 16  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Average Access Time: 72 msec  
Mean Time Between Failure: 6,000  
hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,195 with controller  
Distribution Method: Third-Party  
Number Installed: 500  
Date First Installed: November 1982

**TRAK MICROCOMPUTER CORP.**  
COMMANDER 16  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Average Access Time: 72 msec  
Mean Time Between Failure: 6,000  
hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,195 with controller  
Distribution Method: Third-Party  
Number Installed: 500  
Date First Installed: November 1982

**TRAMONT SYSTEMS LTD.**  
TRAMONT TSL-18  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Unformatted  
Average Access Time: 23 msec  
Mean Time Between Failure:  
Integral Controller: Yes

Endocrine: Apple I, Franklin Ace 100  
Capacity: 2M bytes, Unformatted  
Average Access Time: 23 msec  
Mean Time Between Failure:  
Integral Controller: Yes  
Interface: IEEE-48  
Price: \$2,395 with controller  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: September 1982  
(See Vendor Profile Page V-35)

**TRAMONT SYSTEMS LTD.**  
TRAMONT TSL-18  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Unformatted  
Average Access Time: 23 msec  
Mean Time Between Failure:  
Integral Controller: Yes  
Interface: IEEE-48  
Price: \$2,395 with controller  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: September 1982

**TRAMONT SYSTEMS LTD.**  
TRAMONT TSL-18  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Unformatted  
Average Access Time: 23 msec  
Mean Time Between Failure:  
Integral Controller: Yes  
Interface: IEEE-48  
Price: \$2,395 with controller  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: September 1982

**UNIVATION**  
DHD 11-182  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 11.2M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure:  
10,000 hrs.  
Integral Controller: Yes  
Price: \$2,200 with controller  
(See Vendor Profile Page V-35)

**UNIVATION**  
DHD 11-325  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 11.2M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure:  
10,000 hrs.  
Integral Controller: Yes  
Price: \$2,200 with controller  
(See Vendor Profile Page V-35)

**UNIVATION**  
DHD 11-325  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 11.2M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure:  
10,000 hrs.  
Integral Controller: Yes  
Price: \$2,200 with controller  
(See Vendor Profile Page V-35)

**UNIVATION**  
DHD 11-325  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 11.2M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure:  
10,000 hrs.  
Integral Controller: Yes

Price \$3,085 with controller

#### UNIVISION

##### DVD 11-448

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: DEC Rainbow  
Capacity: 11.2M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: Yes  
Price: \$3,299 with controller

#### UNIVISION

##### DVD 11-44

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: DEC Rainbow  
Capacity: 11.2M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: Yes  
Price: \$2,375 with controller

#### UNIVISION

##### IBM 1048

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 10M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: Yes  
Price: \$1,845 to \$2,545 with controller  
Date First Installed: 1982

#### UNIVISION, INC.

##### RAINBOW COMPATIBLE 5 1/4"

Hard Disk  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: DEC Rainbow/100  
Capacity: 11.2M bytes, Formatted  
Average Access Time: 135 msec  
Mean Time Between Failure: 8,000 hrs  
Integral Controller: Yes  
Price: \$2,849 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 100 - 500  
Date First Installed: June 1983

#### WINCHESTER SYSTEMS, INC.

##### DATA SAFE DUAL 8

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Intel Intell  
Plug Compatibility: Intel MCS-740  
Capacity: 8M bytes, Unformatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 12,000 hrs  
Maximum Drives/Controller: 1  
Interface: ST-506  
Price: \$4,995 to \$11,995 with controller  
Distribution Method: End User  
Number Installed: 500 - 1,000  
(See Vendor Profile Page V-37)

#### WINCHESTER SYSTEMS, INC.

##### DATA SAFE 8 + 8

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: Intel Intell, Intel  
MDS-800  
Plug Compatibility: Intel MCS-740  
Capacity: 16M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drives/Controller: 1  
Interface: ST-506  
Price: \$2,895 to \$11,995 with controller  
Distribution Method: End User  
Number Installed: 500 - 1,000  
Date First Installed: 1981

#### WINCHESTER SYSTEMS, INC.

##### DATA SAFE 18

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Intel Intell  
Capacity: 16M bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 12,000 hrs  
Maximum Drives/Controller: 1  
Interface: ST-506  
Price: \$4,995 to \$11,995 with controller  
Distribution Method: End User  
Number Installed: 500 - 1,000  
Date First Installed: 1981

#### WINCHESTER SYSTEMS, INC.

##### RMD 8 + 8 R

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: Intel RM-88, Intel  
88-200  
Capacity: 16M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drives/Controller: 1  
Interface: ST-506  
Price: \$8,995 to \$11,995 with controller  
Distribution Method: End User  
Number Installed: Under 100  
Date First Installed: 1984

#### XOOM, INC.

##### PHD 3 1/2

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC, PCXT, Apple II, II, Osborne, Kaypro  
Capacity: 10M bytes, Formatted  
Average Access Time: 120 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drives/Controller: 1  
Interface: ST-506, SAM, SMD, CDS, CDS  
Price: \$2,195 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: 1985  
(See Vendor Profile Page V-37)

#### XERIC

##### XERIC-8708

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC, Apple II, Apple II+, Apple IIc  
Capacity: 5M bytes, Formatted  
Transfer Rate: 500K bps  
Average Access Time: 72 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$1,850 with controller  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: January 1982  
(See Vendor Profile Page V-37)

#### XERIC

##### XERIC-8718

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC, Apple II, Apple II+, Apple IIc  
Capacity: 10M bytes, Formatted  
Transfer Rate: 500K bps  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$1,750 with controller  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000

#### XERIC

##### XERIC-6668

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: HP 3000, 80, 130, 250  
Plug Compatibility: HP 8134  
Capacity: 5M bytes, Formatted  
Transfer Rate: 800K bps  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$2,000 with controller  
Distribution Method: Third-Party  
Number Installed: 1,000  
Date First Installed: June 1981

#### 3M CO.

##### 8431

Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 15M bytes, Unformatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drives/Controller: No  
Interface: Amp 1206  
Price: \$2,345 without controller  
Distribution Method: OEM  
Number Installed: 100 - 500  
(See Vendor Profile Page V-38)

#### 3M CO.

##### 8431

Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 15M bytes, Unformatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drives/Controller: No  
Interface: Amp 1206  
Price: \$2,345 without controller  
Distribution Method: OEM  
Number Installed: 100 - 500  
(See Vendor Profile Page V-38)

#### Rigid Disk Drives

##### (Non-Winchester)

#### ABACOM, INC.

##### ADAPAD 7110

Disk Diameter: 8 in.  
Drive Type: Fixed/Removable  
Compatibility: CDC 6457  
Capacity: 53.2M bytes, Unformatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$4,550 without controller  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: January 1983  
(See Vendor Profile Page V-3)

#### APPARAT, INC.

##### 3008 8 1/2 HARD DISK

Disk Diameter: 8 1/2 in.  
Drive Type: Fixed  
Compatibility: IBM  
Capacity: 30M bytes, Formatted  
Average Access Time: 45 msec  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$3,350 with controller  
Distribution Method: Third-Party  
(See Vendor Profile Page V-3)

#### APPARAT, INC.

##### 3008 8 1/2 HARD DISK

Disk Diameter: 8 1/2 in.  
Drive Type: Fixed  
Compatibility: IBM  
Capacity: 30M bytes, Formatted  
Average Access Time: 45 msec  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$3,350 with controller  
Distribution Method: Third-Party  
(See Vendor Profile Page V-3)

#### ATARI CORP.

##### 5078

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 75M bytes, Unformatted  
Average Access Time: 30 msec  
Integral Controller: No  
Interface: ST-506  
Price: \$2,700 without controller  
Distribution Method: OEM  
Date First Installed: 1984  
(See Vendor Profile Page V-3)

#### ATHEMATHICS TECHNOLOGY, INC.

##### AT88 10 10

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Capacity: 27.2M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 8,000 hrs  
Integral Controller: No  
Interface: ST-506  
Price: \$1,300 without controller  
Distribution Method: OEM  
Date First Installed: April 1984  
(See Vendor Profile Page V-3)

#### AZLERS, INC.

##### RAM DISK 330

Drive Type: Fixed  
Compatibility: Apple  
Capacity: 320M bytes, Formatted  
Transfer Rate: 48K bps  
Integral Controller: No  
Price: \$999 without controller  
Distribution Method: OEM  
Number Installed: 14,000  
Date First Installed: January 1982  
(See Vendor Profile Page V-4)

#### CAIRNS ELECTRONICS, INC.

##### CS02 8

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 24M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drives/Controller: 4  
Interface: ST-506

## Rigid Disk Drives

Non-Winchester

### Interface: ST-506

Price: \$4.95 without controller  
Distribution Method: Third-Party  
Number Installed: Under 100  
(See Vendor Profile Page V-5)

### GARMO ELECTRONICS, INC.

#### SERIES 1660 LTRD

Disk Diameter: 8 in.  
Drive Type: Removable  
Compatibility: Apple II, Victor  
Technology 1650, Franklin Aok,  
NEC APC  
Capacity: 10M bytes, Formatted  
Average Access Time: 60 msec  
Mean Time Between Failure: 8,000  
hrs.

Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Custom  
Price: \$5.995 with controller  
Distribution Method: Third-Party  
Number Installed: 100-500

### CONTROL DATA CORP.

#### CDC 3413 WRBSCR

Disk Diameter: 5 in.  
Drive Type: Removable  
Capacity: 80M bytes, Unformatted  
Average Access Time: 26 msec  
Mean Time Between Failure:  
10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: SMD, LDI, SB  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: 1983  
(See Vendor Profile Page V-4)

### CONTROL DATA CORP.

#### CDC 3415-80 WRBH

Disk Diameter: 5 in.  
Drive Type: Fixed  
Capacity: 80M bytes, Unformatted  
Average Access Time: 35 msec  
Mean Time Between Failure:  
10,000 hrs.  
Maximum Drives/Controller: 3  
Integral Controller: No  
Interface: ST-506, FCB, LDI, RS-232  
Distribution Method: OEM  
Date First Installed: October 1983

### CONTROL DATA CORP.

#### CDC 3445 LTRD

Disk Diameter: 8 in.  
Drive Type: Fixed/Removable  
Capacity: 1M bytes, Formatted  
Average Access Time: 42 msec  
Mean Time Between Failure: 7,500  
hrs.

Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: SMD, LDI, SB  
Price: \$2.345 without controller/  
Distribution Method: OEM  
Number Installed: 1,000-5,000  
Date First Installed: 1981

### DATA SYSTEMS CORP.

#### MICRO-MAGNUM 118

Disk Diameter: 5 in.  
Drive Type: Removable  
Capacity: 1.1M bytes, Formatted  
Average Access Time: 480 msec  
Mean Time Between Failure: 8,000  
hrs.  
Integral Controller: No

### Interface: ST-508

Price: \$2,200 without controller  
Distribution Method: OEM  
Number Installed: 20  
Date First Installed: May 1984  
(See Vendor Profile Page V-12)

### GENIE COMPUTER CORP.

#### GENIE ISA

Disk Diameter: 5 in.  
Drive Type: Removable  
Compatibility: IBM PC/XT, Apple  
II+11 Processor  
Capacity: 5M bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000  
hrs.

Integral Controller: Yes  
Interface: SMI  
Price: \$3,295 with controller  
Distribution Method: End User/  
OEM, Third-Party  
Number Installed: 100-500  
Date First Installed: July 1983  
(See Vendor Profile Page V-15)

### INTEGRA CORP.

#### ALPHA-18

Disk Diameter: 8 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC, IBM PC/XT  
Capacity: 10M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 8,000  
hrs.

Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SMI, SCSI  
Price: \$750 without controller/  
Distribution Method: OEM  
Number Installed: 50-1,000  
Date First Installed: October 1981  
(See Vendor Profile Page V-18)

### INTEGRA CORP.

#### ALPHA-18 SUBSYSTEM

Disk Diameter: 8 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC, IBM PC/XT  
Capacity: 10M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 8,000  
hrs.

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: SMI, SCSI  
Distribution Method: Third-Party  
Number Installed: 100  
Date First Installed: July 1984

### INTEGRA CORP.

#### BETA-6

Disk Diameter: 5 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC, IBM PC/XT  
Price: \$495 without controller/  
Distribution Method: OEM  
Number Installed: 10,000 hrs.

Integral Controller: No  
Interface: ST-506, ST-706  
Price: \$495 without controller/  
Distribution Method: OEM  
Number Installed: 100  
Date First Installed: December 1983

### MEMOREX CORP.

#### 418

Disk Diameter: 5 in.  
Drive Type: Fixed/Removable

Capacity: 12.8M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000  
hrs.

Integral Controller: No  
Interface: ST-508  
Price: \$2,250 without controller  
Distribution Method: OEM  
Number Installed: 100-500  
Date First Installed: February 1983  
(See Vendor Profile Page V-21)

### MEMOREX CORP.

#### 455

Disk Diameter: 5 in.  
Drive Type: Removable  
Compatibility: Memorex 450 Disk  
Capacity: 10.8M bytes, Formatted  
Average Access Time: 6 msec  
Mean Time Between Failure:  
10,000 hrs.

Integral Controller: No  
Interface: ST-506/412  
Price: \$1,480 without controller  
Distribution Method: End User  
Date First Installed: June 1984

### MICRO-DESIGN

#### DATA 8

Disk Diameter: 5 in.  
Drive Type: Removable  
Compatibility: IBM, Apple, Tandy  
Capacity: 5M bytes, Formatted  
Average Access Time: 55 msec  
Mean Time Between Failure: 8,000  
hrs.

Maximum Drives/Controller: 2  
Interface: ST-508  
Price: \$2,995 with controller  
Distribution Method: End User/  
Third-Party  
Number Installed: 50  
Date First Installed: August 1983  
(See Vendor Profile Page V-21)

### MICRO-DESIGN

#### DATA 16

Disk Diameter: 5 in.  
Drive Type: Removable  
Compatibility: IBM, Apple, Tandy  
Capacity: 10M bytes, Formatted  
Average Access Time: 45 msec  
Mean Time Between Failure: 8,000  
hrs.

Maximum Drives/Controller: 2  
Interface: ST-508  
Price: \$2,255 with controller  
Distribution Method: End User/  
Third-Party  
Number Installed: 100  
Date First Installed: July 1984

### MICRO-DESIGN

#### SO-48

Disk Diameter: 5 in.  
Drive Type: Removable  
Compatibility: IBM, Apple, Tandy  
Capacity: 5M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 8,000  
hrs.

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$1,795 with controller  
Distribution Method: End User/  
Third-Party  
Number Installed: Under 100  
Date First Installed: December 1983

### MICRO-DESIGN

#### SO-48

Disk Diameter: 5 in.  
Drive Type: Removable  
Compatibility: IBM, Apple, Tandy  
Capacity: 5M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 8,000  
hrs.

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,895 with controller  
Distribution Method: End User/  
Third-Party  
Date First Installed: January 1984

### MILTOPE CORP.

#### ML-TOPPE/2000A ALPHA 16

Disk Diameter: 8 in.  
Drive Type: Removable  
Capacity: 10M bytes, Formatted  
Average Access Time: 35 msec  
Mean Time Between Failure:  
10,000 hrs.

Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SCSI  
Price: \$3,200 with controller  
Distribution Method: OEM  
Date First Installed: October 1984  
(See Vendor Profile Page V-29)

### NOTOWOLA, INC.

#### MSRDESO-1

Disk Diameter: 8 in.  
Drive Type: Fixed/Removable  
Compatibility: Exmark, V564/2  
Capacity: 5.5M bytes, Unformatted  
Average Access Time: 42 msec  
Mean Time Between Failure: 7,500  
hrs.

Integral Controller: No  
Interface: SMD  
Price: \$12,520 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: July 1983  
(See Vendor Profile Page V-23)

### NOTOWOLA, INC.

#### MSRDOE-16

Disk Diameter: 8 in.  
Drive Type: Fixed/Removable  
Capacity: 16M bytes, Unformatted  
Average Access Time: 42 msec  
Mean Time Between Failure: 7,500  
hrs.

Integral Controller: No  
Interface: SMD  
Price: \$7,500 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: June 1982

### NOTOWOLA, INC.

#### ML-2-18

Disk Diameter: 8 in.  
Drive Type: Fixed/Removable  
Compatibility: V562/2  
Capacity: 18M bytes, Unformatted  
Average Access Time: 42 msec  
Mean Time Between Failure: 7,500  
hrs.

Integral Controller: No  
Interface: SMD  
Price: \$7,500 without controller

Distribution Method: OEM, Third-Party  
Date First Installed: September 1982

**POLYMORPH SYSTEMS**

Model 18  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: Polymorph 8813, Polymorph 8815  
Capacity: 32M bytes, Unformatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drive/Controller: 4  
Interface: ST-500  
Price: \$1,995 with controller  
Distribution Method: End User, OEM, Third-Party  
Number Installed: 1,000 - 8,000  
Date First Installed: March 1983  
(See Vendor Profile Page V-27)

**QUEST, INC.**

QDR-65  
Disk Diameter: 5 1/4 in.  
Drive Type: Removable  
Compatibility: IBM PC, Epson QX-10, Apple II Series, Tandy TRS-80  
Capacity: 5M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drive/Controller: 1  
Integral Controller: Yes  
Price: \$1,900 without controller  
Distribution Method: Third-Party  
(See Vendor Profile Page V-28)

**QUEST, INC.**

QDR-65  
Disk Diameter: 5 1/4 in.  
Drive Type: Removable  
Compatibility: IBM PC, Epson QX-10, Apple II Series, Tandy TRS-80  
Capacity: 5M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 8,000 hrs  
Maximum Drive/Controller: 2  
Integral Controller: Yes  
Price: \$2,495 with controller  
Distribution Method: Third-Party

**ROMBERG CORP.**

RDR81  
Disk Diameter: 5 1/4 in.  
Drive Type: Removable  
Compatibility: ST  
Capacity: 5M bytes, Formatted  
Transfer Rate: 1,000K bps  
Average Access Time: 52 msec  
Mean Time Between Failure:

12,000 hrs  
Integral Controller: No  
Interface: ST-500  
Price: \$1,500 without controller  
Distribution Method: OEM, Third-Party  
Date First Installed: April 1983  
(See Vendor Profile Page V-30)

**SYSTEMS PERIPHERALS**

DISKETTE J.R. 340  
Disk Diameter: 5 1/4 in.  
Drive Type: Removable  
Compatibility: IBM PC  
Capacity: 340 bytes, Formatted  
Mean Time Between Failure: 10,000 hrs  
Maximum Drive/Controller: 4  
Integral Controller: Yes  
Interface: ST-400  
Distribution Method: End User, Third-Party  
Number Installed: 150  
Date First Installed: December 1983  
(See Vendor Profile Page V-33)

**SYSTEMS PERIPHERALS**

DISKETTE J.R. 340  
Disk Diameter: 5 1/4 in.  
Drive Type: Removable  
Compatibility: IBM PC  
Capacity: 340 bytes, Formatted  
Mean Time Between Failure: 10,000 hrs  
Maximum Drive/Controller: 4  
Integral Controller: Yes  
Distribution Method: End User, Third-Party  
Number Installed: 80  
Date First Installed: December 1983

**UNIVATION**

DRD 5-182  
Disk Diameter: 5 1/4 in.  
Drive Type: Removable  
Compatibility: DEC Rainbow  
Capacity: 3.2M bytes, Formatted  
Average Access Time: 75 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: Yes  
Price: \$2,395 with controller  
(See Vendor Profile Page V-35)

**UNIVATION**

DRD 5-320  
Disk Diameter: 5 1/4 in.  
Drive Type: Removable  
Compatibility: DEC Rainbow  
Capacity: 3.2M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure:

10,000 hrs  
Price: \$3,225 with controller

**UNIVATION**

DRD 4-364  
Disk Diameter: 5 1/4 in.  
Drive Type: Removable  
Compatibility: DEC Rainbow  
Capacity: 3.8M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: Yes  
Price: \$3,340 with controller  
UNIVATION  
DRD 4-448  
Disk Diameter: 5 1/4 in.  
Drive Type: Removable  
Compatibility: DEC Rainbow  
Capacity: 5.8M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: Yes  
Price: \$3,485 with controller

**UNIVATION**

DRD 4-44  
Disk Diameter: 5 1/4 in.  
Drive Type: Removable  
Compatibility: DEC Rainbow  
Capacity: 3.2M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: Yes  
Price: \$2,875 with controller

**UNIVATION**

IBM 5.8  
Disk Diameter: 5 1/4 in.  
Drive Type: Removable  
Compatibility: IBM PC  
Capacity: 5.8M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 10,000 hrs  
Integral Controller: Yes  
Date First Installed: 1983

**UNIVATION, INC.**

DRD 4-448  
Disk Diameter: 4 in.  
Drive Type: Fixed/Removable  
Compatibility: DEC Rainbow  
Capacity: 5.8M bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 11,000 hrs  
Maximum Drive/Controller: 1  
Integral Controller: Yes  
Price: \$2,875 to \$3,495 with controller  
Number Installed: 100 - 500

Date First Installed: January 1984

**UNIVATION, INC.**

IBM 5.8 MB REMOVABLE  
Disk Diameter: 4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC, IBM PCXT  
Capacity: 5.8M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 11,000 hrs  
Maximum Drive/Controller: 1  
Integral Controller: Yes  
Price: \$1,995 with controller  
Number Installed: 100 - 500  
Date First Installed: 1983

**VERMONT RESEARCH CORP.**

8830  
Disk Diameter: 8 in.  
Drive Type: Fixed/Removable  
Compatibility: DEC PDP-11  
Capacity: 32M bytes, Formatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 10,000 hrs  
Maximum Drive/Controller: 8

Integral Controller: Yes  
Interface: Ase 13713, 3, Shugart SA 1000, Seel, SCSI, SHD  
Price: \$3,180 with controller  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: 1983  
(See Vendor Profile Page V-36)

**WANG LABORATORIES, INC.**

888  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Compatibility: Wang 220  
Capacity: 27.5M bytes, Unformatted  
Average Access Time: 30 msec  
Price: \$18,000 without controller  
Distribution Method: End User  
(See Vendor Profile Page V-36)

**WESTERN BYNEX CORP.**

WD-598  
Disk Diameter: 5 1/4 in.  
Drive Type: Removable  
Capacity: 5M bytes, Formatted  
Average Access Time: 50 msec  
Mean Time Between Failure: 11,000 hrs  
Maximum Drive/Controller: 4  
Integral Controller: No  
Interface: ST-500  
Price: \$495 without controller  
Distribution Method: End User, OEM  
Number Installed: 100 - 500  
Date First Installed: January 1984  
(See Vendor Profile Page V-36)

TAPE DRIVES



## Tape Drive Index

### Index to Tape Drives by Technology

The index to tape drives has been designed to provide an overview of the products listed in this section of the buyer's guide. The products are indexed according to which tape technology — cartridge or cassette — the drive utilizes. In addition to tape speed, the index provides information on recording density, price and the page number in the section the full product listing is located.

### Cartridge Tape Drives

VENDOR	MODEL	TAPE SPEED	PRICE	PAGE
Algo, Inc.	1000	30 ips	\$2,300	C-69
	1000S	30 ips	\$2,200	C-69
Analog & Digital Peripherals	FEEDBACK 340/344	45 ips	\$2,795	C-59
	FEEDBACK 350/351	45 ips	\$2,750	C-60
	1100	30 ips	\$2,770	C-60
	DC LOGIC DATA CARTRIDGE TAPE SYS	30 ips	\$995	C-59
	DC 300	30 ips	\$1,050	C-59
Archive Corp.	SCORPION	30 ips	\$300	C-59
	SIDEWINDER	30 ips	\$300	C-59
	SUPER SIDEWINDER	30 ips	\$300	C-59
Control Data Corp.	D400	80 ips	\$3,150	C-60
Elphar Data Products, Inc.	420 QUARTERBACK	30 ips	\$600	C-60
	540 SERIES	30 ips	\$600	C-60
	525	78 ips	\$300	C-59
Control Data Corp.	SENTINEL 92150	55 ips	\$1,500	C-59
	92180 CARTRIDGE TAPE DRIVE	55 ips	\$1,000	C-59
	92185 CARTRIDGE TAPE DRIVE	55 ips	\$1,275	C-59
Data Electronics, Inc.	MINI JETSTREAM III	80 ips	\$1,000	C-60
	FUNNEL	30 ips	\$1,425	C-59
	MICROTAPE SL-2	30 ips	\$1,325	C-59
	MICROTAPE SL-4	30 ips	\$1,180	C-60
Data General Corp.	8200 SERIES	60 ips	\$5,500	C-60
	8201/8230	30 ips	\$1,200	C-60
High-Delta Corp.	70 FC	30 ips	\$1,780	C-60
	SERIES 8400	30 ips	\$1,180	C-60
Electronic Processors, Inc.	EP1 STR-10	30 ips	\$1,450	C-60
	EP1 STR-LINK II	18 ips	\$1,780	C-60
	EP1 STR-110	18 ips	\$419	C-60
	GENIE JETSTREAMS	N/A	\$1,995	C-60
Genie Computer Corp.	QUARTERMASTER TAPE DEVICE	80 ips	\$995	C-60
Great Lakes Computer Peripherals, Inc.	TAPE BACKUP	N/A	\$2,175	C-60
Irvine Magnetics Systems, Inc.	110	30 ips	\$200	C-60
	270	30 ips	\$200	C-60
	310	30 ips	\$995	C-60
Kennedy Co.	6475	30 ips	\$1,800	C-60
	6455	30 ips	\$1,000	C-60
MagaTape Corp.	MODEL MT 5000	2,000 ips	\$5,100	C-60
	MODEL MT 300	200 ips	\$4,850	C-60
	MODEL MT 500H	200 ips	\$5,500	C-60
	MODEL MT 3000H	200 ips	\$5,500	C-60
Magnagig Corp.	QM-10M	30 ips	\$825	C-61
	QM-10MX	30 ips	\$3,200	C-61
Millicore Corp.	CR-300	30 ips	\$15,000	C-61
Novarc Systems, Inc.	A-2407 CLUSTERONE MODEL A	30 ips	\$3,000	C-61
North Atlantic Industries	410	80 ips	\$1,825	C-61
	JETSTREAM 16	30 ips	\$500	C-61
	150	30 ips	\$1,950	C-61
	450	30 ips	\$1,250	C-61
	650	30 ips	\$1,240	C-61
	850-A	30 ips	\$1,200	C-61
	200	30 ips	\$2,225 to \$2,700	C-61
	200 NIB	15 ips	\$350	C-61
	200 NIB	15 ips	\$420	C-61
Northwest Telematic, Inc.	1000	15 ips	\$1,885	C-61
	MT 6109	N/A	\$1,400	C-62
Polygram Industries	MT 6112	N/A	\$1,250	C-62
Raymond Engineering, Inc.	TAPE BACKUP	30 ips	\$600	C-62
	SERIES 8448 CARTRIDGE RECORDER	80 ips	\$1,095	C-62

## Tape Drive Index

Tallgrass Technologies Corp.	TD-4150	80 mb	\$3,995	C-83
Tandberg Data Storage, Inc.	MINI MARK 3314	50 mb	N/A	C-82
	MINI MARK 3315	50 mb	\$1,500	C-82
	TDC-MINI MARK BASIC 3304	80 mb	\$1,250	C-82
	TDC-MARK II 3324	50 mb	\$1,525	C-82
	TDC-MARK II 3325	80 mb	\$1,750	C-83
	TDC-MINI MARK BASIC 3305	50 mb	\$1,325	C-82
Tektronix Industries, Inc.	PSC-1800	25 mb	\$1,750	C-82
Tektronix, Inc.	4923	50 mb	\$2,800	C-83
	4924	40 mb	\$2,900	C-83
U.S. Design Corp.	DS	30 mb	\$4,995	C-82
3M Co.	DCD-1	30 mb	\$534	C-83
	DCD-2	30 mb	\$684	C-83

## Cassette Tape Drives

VENDOR	MODEL	TAPE SPEED	PRICE	RATE
Adco Computer Systems	ALDOS MTU-2	30 mb	\$2,995	C-82
	ALDOS MTU-3	30 mb	\$2,995	C-82
	ALDOS MTU-4	30 mb	\$2,995	C-82
Analog & Digital Peripherals	ADMI-BYTE BUCKET CASSETTE SYSTEM	45 mb	\$995	C-83
	DRIVE CASE RSC32 MEGABYTE BUCKET	45 mb	\$1,200	C-83
	NCI-COMPTABLE DIGITAL CASSETTE SYS	45 mb	\$1,000	C-83
	LD-P PORTABLE MINI-CASSETTE	18 mb	\$430	C-82
	PHILIPS MINI CASSETTE DRIVE	18 mb	\$695	C-82
	ADMI DISKLINE MPU CASSETTE SYSTEM	5 mb	\$798	C-83
Brommer Computer Corp.	CD-200 TAPE TRANSPORT	30 mb	\$200	C-83
	CM-400A MINI TRANSPORT	15 mb	\$155	C-83
	CM-800C MINI TRANSPORT	15 mb	\$220	C-83
	CS-400 TRANSPORT SYSTEM	10 mb	\$525	C-83
	MTL-8 MINI CASSETTE MEMORY SYSTEM	15 mb	\$550	C-83
Commshare Business Machines, Inc.	C-1530 DATASITE	2 mb	\$75	C-83
Strom Industries	374-03	30 mb	\$3,200	C-83
Digital Laboratories, Inc.	ACT-1200	3 mb	\$1,000	C-83
Dynex Industries, Inc.	SPT-85	30 mb	\$2,500	C-83
Sytek Corp.	4000A	30 mb	\$4,945	C-83
Memorex Corp.	M-40	25 mb	\$1,845	C-83
Pro-Med Technology, Inc.	OCRI-10	10 mb	\$2,400 to \$2,775	C-83
Raymond Engineering, Inc.	SERIES 6440 RAYCORDER II	40 mb	\$825	C-84
	WR-100	30 mb	\$1,175	C-84
	WR-200	30 mb	\$1,295	C-84
	MINI-RAYCORDER MODEL 6400	3 mb	\$545	C-84
Saylor Electronics International	4000-350 PORTABLE PLUGGED TAPE	30 mb	\$4,250 to \$6,450	C-84
	4300-201 DIGITAL CASSETTE DRIVE	30 mb	\$875	C-84
	4340 DIGITAL CASSETTE DRIVE	30 mb	\$1,475	C-84
TEAC Corp. of America	MT-220	15 mb	\$475	C-84
	MT-224	15 mb	\$475	C-84
	TEAC MT-2 MAG TAPE MEMORY SYSTEM	20 mb	\$335 to \$475	C-84
Tektronix Industries, Inc.	9903PNC	30 mb	\$1,775	C-84
	MODEL 816	20 mb	\$1,040	C-84
	MODEL 816A	20 mb	\$1,045	C-84
	MODEL 817	20 mb	\$1,380	C-84
	MODEL 817A	20 mb	\$1,380	C-84
	MODEL 818	20 mb	\$1,870	C-84
	MODEL 818A	20 mb	\$1,870	C-84
	MODEL 822	20 mb	\$2,445	C-84
	MODEL 822A	20 mb	\$2,445	C-84
	TM-1	30 mb	\$1,125	C-84
3M Co.	DCD-3	30 mb	\$698	C-84

## Cartridge Tape Drives

### Cartridge Tape Drives

#### ALGO, INC.

**1300**  
Tape Speed: 30 ips  
Recording Density: 1,600 tpi  
Data Tracks: 4  
Capacity: 5.0M bytes, blocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$2,300  
Distribution Method: End User;  
CEM  
Number Installed: 100  
Date First Installed: December 1981  
(See Vendor Profile Page V-1)

#### ALGO, INC.

**1300S**  
Tape Speed: 30 ips  
Recording Density: 1,600 tpi  
Data Tracks: 4  
Capacity: 5.0M bytes, blocked  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$2,300  
Distribution Method: End User;  
CEM  
Number Installed: 1,000 - 5,000  
Date First Installed: December 1980

#### ANALOG & DIGITAL PERIPHERALS

**1100**  
Tape Speed: 30 ips  
Recording Density: 800 tpi, 1,600 tpi  
Data Tracks: 1, 2  
Capacity: 250.0K bytes, blocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Price: \$270  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1982  
(See Vendor Profile Page V-3)

#### ANALOG & DIGITAL PERIPHERALS

**DCI/DCI DATA CARTRIDGE TAPE 878**  
Tape Speed: 30 ips  
Recording Density: 800 tpi, 1,600 tpi  
Data Tracks: 1, 2  
Capacity: 1.2M bytes, blocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Price: \$895  
Distribution Method: End User;  
CEM, Third-Party  
Number Installed: 100 - 500  
Date First Installed: 1983

#### ANALOG & DIGITAL PERIPHERALS

**DC 300**

Tape Speed: 30 ips  
Recording Density: 1,600 tpi  
Data Tracks: 4  
Capacity: 4.0M bytes, unblocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Price: \$1,050  
Distribution Method: End User;  
CEM  
Number Installed: 500 - 1,000  
Date First Installed: 1981

#### ANALOG & DIGITAL PERIPHERALS

**FEEDBACK 340/344**  
Tape Speed: 45 ips  
Recording Density: 1,600 tpi, 6,400 tpi  
Data Tracks: 4  
Capacity: 10.0M bytes, unblocked  
Transfer Rate: 288K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$2,795  
Distribution Method: End User;  
CEM  
Number Installed: 100 - 500  
Date First Installed: June 1983

#### ANALOG & DIGITAL PERIPHERALS

**FEEDBACK 360/361**  
Tape Speed: 45 ips  
Recording Density: 1,600 tpi, 6,400 tpi  
Data Tracks: 4  
Capacity: 10.0M bytes, blocked  
Transfer Rate: 38K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$2,795  
Distribution Method: End User;  
CEM  
Number Installed: 100 - 500  
Date First Installed: 1982

#### ARCHIVE CORP.

**8000**  
Tape Speed: 90 ips  
Recording Density: 8,000 tpi  
Data Tracks: 4, 9  
Capacity: 45.0M bytes, blocked  
Transfer Rate: 500K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$800  
Distribution Method: OEM, Third-Party  
Number Installed: 1,000  
Date First Installed: April 1983  
(See Vendor Profile Page V-3)

#### ARCHIVE CORP.

**8000**  
Tape Speed: 90 ips  
Recording Density: 8,000 tpi  
Data Tracks: 4  
Capacity: 20.0M bytes, blocked  
Transfer Rate: 500K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$800

#### Distribution Method: OEM, Third-Party

Number Installed: 20,000  
Date First Installed: April 1981

#### ARCHIVE CORP.

**SUPER SIDEWINDER**  
Tape Speed: 90 ips  
Recording Density: 8,000 tpi  
Data Tracks: 6  
Capacity: 45.0M bytes, blocked  
Transfer Rate: 500K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$900  
Distribution Method: OEM, Third-Party  
Number Installed: 6,000  
Date First Installed: November 1982

#### CENTRAL DATA CORP.

**D400S**  
Tape Speed: 90 ips  
Data Tracks: 4  
Capacity: 20.0M bytes, blocked  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: No  
Price: \$3,190  
Distribution Method: Third-Party  
Number Installed: Under 100  
Date First Installed: January 1981  
(See Vendor Profile Page V-6)

#### CIPHER DATA PRODUCTS, INC.

**430 QUARTERBACK**  
Tape Speed: 90 ips  
Recording Density: 10,000 tpi  
Data Tracks: 4  
Capacity: 20.0M bytes, blocked  
Transfer Rate: 1.2M bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$800  
Distribution Method: OEM, Third-Party  
Date First Installed: 1981  
(See Vendor Profile Page V-6)

#### CIPHER DATA PRODUCTS, INC.

**825**  
Tape Speed: 75 ips  
Recording Density: 6,400 tpi  
Data Tracks: 6  
Capacity: 78.0M bytes, blocked  
Transfer Rate: 500K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$200  
Distribution Method: OEM  
Date First Installed: October 1983

#### CIPHER DATA PRODUCTS, INC.

**540 SERIES**  
Tape Speed: 90 ips  
Recording Density: 10,000 tpi  
Data Tracks: 6  
Capacity: 80.0M bytes, blocked  
Transfer Rate: 500K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor

#### Streaming Capability: Yes

Price: \$800  
Distribution Method: OEM, Third-Party  
Date First Installed: October 1983

#### CONTROL DATA CORP.

**SENTINEL 83198**  
Compatibility: SCS  
Tape Speed: 50 ips  
Recording Density: 6,000 tpi  
Data Tracks: 11  
Capacity: 48.0M bytes, blocked  
Transfer Rate: 50K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$1,500  
Distribution Method: OEM, Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: March 1982  
(See Vendor Profile Page V-8)

#### CONTROL DATA CORP.

**83196 TAPE CARTRIDGE DRIVE**  
Tape Speed: 55 ips  
Recording Density: 8,000 tpi  
Data Tracks: 11  
Capacity: 447.0M bytes, blocked  
Transfer Rate: 440K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,320  
Number Installed: 1,000  
Date First Installed: August 1982

#### CONTROL DATA CORP.

**9218 CARTRIDGE TAPE DRIVE**  
Tape Speed: 55 ips  
Recording Density: 6,000 tpi  
Data Tracks: 11  
Capacity: 45.0M bytes, blocked  
Transfer Rate: 440K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,275  
Distribution Method: OEM  
Number Installed: 200  
Date First Installed: August 1982

#### NATS ELECTRONICS, INC.

**FUNNEL**  
Tape Speed: 30 ips  
Recording Density: 6,400 tpi  
Data Tracks: 4  
Capacity: 21.3M bytes, unblocked  
Transfer Rate: 24K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,400  
Distribution Method: OEM, Third-Party  
Number Installed: More Than 50,000  
Date First Installed: 1976  
(See Vendor Profile Page V-8)

#### NATS ELECTRONICS, INC.

**MICROTAPE 84-4**  
Tape Speed: 30 ips  
Recording Density: 6,400 tpi  
Data Tracks: 4  
Capacity: 21.3M bytes, unblocked  
Transfer Rate: 24K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor

## Cartridge Tape Drives

Price: \$1,195  
Distribution Method: OEM, Third-Party  
Date First Installed: 1984

**BATA ELECTRONICS, INC.**  
**MCRTAPE II-B**  
Tape Speed: 30 ips  
Recording Density: 8,400 bpi  
Data Tracks: 4  
Capacity: 21.3M bytes, unblocked  
Transfer Rate: 24M bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,195  
Distribution Method: OEM, Third-Party  
Date First Installed: 1983

**BATA ELECTRONICS, INC.**  
**MM DC-STRAM II**  
Tape Speed: 60 ips  
Recording Density: 8,000 bpi  
Data Tracks: 6  
Capacity: 80.0M bytes, blocked  
Transfer Rate: 67K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,000  
Distribution Method: OEM, Third-Party  
Date First Installed: 1984

**BATA GENERAL CORP.**  
**B51/B52B**  
Compatibility: DG MP-100, 20, 6000, 8000, System20, System120, 22  
Tape Speed: 60 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 15.2M bytes, blocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$5,340  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1983  
(See Vendor Profile Page V-13)

**DISA-BATA CORP.**  
**78 PC**  
Compatibility: IBM PC  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 17.0M bytes, blocked  
Transfer Rate: 12K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,700  
Distribution Method: OEM, Third-Party  
Number Installed: Under 100  
Date First Installed: July 1984  
(See Vendor Profile Page V-17)

**DISA-BATA CORP.**  
**630 SERIES**  
Tape Speed: 37 ips  
Recording Density: 8,353 bpi  
Data Tracks: 4  
Capacity: 30.0M bytes, unblocked  
Transfer Rate: 312K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$2,360  
Distribution Method: End User, OEM  
Number Installed: 100 - 500  
Date First Installed: 1983

**DISA-BATA CORP.**  
**SERIES 6400**  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 21.3M bytes, unblocked  
Transfer Rate: 102K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,190  
Distribution Method: End User, OEM  
Number Installed: 100 - 500  
Date First Installed: 1980

**DISA-BATA CORP.**  
**SERIES 6400**  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 21.3M bytes, unblocked  
Transfer Rate: 102K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,190  
Distribution Method: End User, OEM  
Number Installed: 100 - 500  
Date First Installed: 1980

**ELECTRONIC PROCESSORS, INC.**  
**ERI ETS-LINK II**  
Tape Speed: 18 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Transfer Rate: 4K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,780  
Distribution Method: End User, OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1980  
(See Vendor Profile Page V-13)

**ELECTRONIC PROCESSORS, INC.**  
**ERI ETS-STREAM**  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 17.0M bytes, unblocked  
Transfer Rate: 24M bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,450  
Distribution Method: OEM  
Number Installed: 500 - 1,000  
Date First Installed: 1981

**ELECTRONIC PROCESSORS, INC.**  
**ERI ETS-410**  
Tape Speed: 18 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 320.0K bytes, blocked  
Transfer Rate: 4K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$475  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1980

**GENE COMPUTER CORP.**  
**GENE JETSTREAMS**  
Compatibility: IBM PC/XT, TI Professional  
Media Width: 1/4 in.

Streaming Capability: Yes  
Price: \$1,365  
Number Installed: Under 100  
Date First Installed: 1984  
(See Vendor Profile Page V-15)

**GREAT LARK COMPUTER PERSONALS, INC.**  
**QUARTMASTER TAPE DEVICE**  
Tape Speed: 60 ips  
Recording Density: 8,000 bpi  
Data Tracks: 4  
Capacity: 23.0M bytes, unblocked  
Transfer Rate: 30K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$995  
Distribution Method: Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: July 1983  
(See Vendor Profile Page V-15)

**ISS INTERNATIONAL**  
**TAPE BACKUP**  
Data Tracks: 4  
Capacity: 45.0M bytes, blocked  
Transfer Rate: 51K bytes  
Media Width: 1/4 in.  
Streaming Capability: Yes  
Price: \$3,375  
Distribution Method: OEM, Third-Party  
Number Installed: 100 - 500  
Date First Installed: May 1984  
(See Vendor Profile Page V-17)

**ISS MAGNETICS SYSTEMS, INC.**  
**116**  
Tape Speed: 30 ips  
Recording Density: 8,400 bpi  
Data Tracks: 6  
Capacity: 12.0M bytes, blocked  
Transfer Rate: 250K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$500  
Distribution Method: OEM  
Number Installed: 500 - 1,000  
Date First Installed: January 1984  
(See Vendor Profile Page V-18)

**ISS MAGNETICS SYSTEMS, INC.**  
**210**  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 6  
Capacity: 10.0M bytes, blocked  
Transfer Rate: 250K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$500  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: January 1984

**ISS MAGNETICS SYSTEMS, INC.**  
**310**  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 6  
Capacity: 10.0M bytes, blocked  
Transfer Rate: 250K bytes  
Media Width: 1/4 in.

Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$995  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: January 1984

**KENNEDY CO.**  
**8475**  
Compatibility: DEC: Intel Multibus, IBM  
Tape Speed: 30 ips  
Recording Density: 8,400 bpi  
Data Tracks: 4  
Capacity: 21.0M bytes, blocked  
Transfer Rate: 34K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Cartridge  
Streaming Capability: Yes  
Price: \$1,000  
Distribution Method: OEM  
Number Installed: 12,000  
Date First Installed: September 1981  
(See Vendor Profile Page V-18)

**KENNEDY CO.**  
**8475**  
Compatibility: DEC: Intel Multibus, IBM  
Tape Speed: 36 ips  
Recording Density: 8,400 bpi  
Data Tracks: 10  
Capacity: 51.0M bytes, blocked  
Transfer Rate: 24K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Cartridge  
Streaming Capability: Yes  
Price: \$1,200  
Distribution Method: OEM  
Number Installed: 85  
Date First Installed: March 1983

**MAGATAPE CORP.**  
**MODEL MT 308**  
Tape Speed: 300 ips  
Recording Density: 6,800 bpi  
Data Tracks: 24  
Capacity: 200.0M bytes, unblocked  
Transfer Rate: 240K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$4,950  
Distribution Method: OEM  
Number Installed: 300  
Date First Installed: October 1982  
(See Vendor Profile Page V-20)

**MAGATAPE CORP.**  
**MODEL MT 800H**  
Tape Speed: 500 ips  
Recording Density: 9600 bpi  
Data Tracks: 24  
Capacity: 200.0M bytes, unblocked  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$5,500  
Distribution Method: OEM  
Date First Installed: March 1984

**MAGATAPE CORP.**  
**MODEL MT 3000H**  
Tape Speed: 300 ips  
Recording Density: 6,800 bpi  
Data Tracks: 24

## Cartridge Tape Drives

Capacity: 350 (M) bytes, unblocked  
Transfer Rate: 240K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$5,350  
Distribution Method: OEM  
Date First Installed: 1984

**MARATAP CORP.**  
MODEL MT 5000  
Tape Speed: 2,000 ips  
Recording Density: 6,000 ips  
Data Tracks: 24  
Capacity: 500 (M) bytes, unblocked  
Transfer Rate: 240K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$5,100  
Distribution Method: OEM  
Date First Installed: July 1984

**MSAL DATA CORP.**  
MSA-1001  
Tape Speed: 30 ips  
Recording Density: 1,800 ips  
Data Tracks: 2  
Capacity: 512 (K) bytes, blocked  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: No  
Price: \$9,975  
Distribution Method: End User, Third-Party  
Date First Installed: 1978  
(See Vendor Profile Page V-27)

**MSAL DATA CORP.**  
MSA-1002  
Tape Speed: 30 ips  
Recording Density: 1,800 ips  
Data Tracks: 4  
Capacity: 2 (M) bytes, blocked; 3 (M) bytes, unblocked  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: No  
Price: \$5,200  
Distribution Method: End User, Third-Party  
Date First Installed: January 1977

**MILPINE CORP.**  
CR-300  
Compatibility: IBM 5400/5400  
Tape Speed: 30 ips  
Recording Density: 1,800 ips  
Data Tracks: 4  
Capacity: 4 (M) bytes, unblocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$12,000  
Distribution Method: OEM  
Number Installed: 100 - 500  
Date First Installed: June 1980  
(See Vendor Profile Page V-20)

**NESTAN SYSTEMS, INC.**  
A-441 CLUSTER ONE MODEL A  
Tape Speed: 30 ips  
Recording Density: 8,000 ips  
Data Tracks: 4  
Transfer Rate: 240K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Price: \$3,000

Number Installed: 500 - 1,000  
Date First Installed: 1981  
(See Vendor Profile Page V-24)

**NORTH ATLANTIC INDUSTRIES**  
189  
Tape Speed: 30 ips  
Recording Density: 6,400 ips  
Data Tracks: 4  
Capacity: 13 (M) bytes, blocked;  
17 (M) bytes, unblocked  
Transfer Rate: 152K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$2,185  
Distribution Method: OEM, Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: 1980  
(See Vendor Profile Page V-24)

**NORTH ATLANTIC INDUSTRIES**  
189  
Tape Speed: 30 ips  
Recording Density: 6,400 ips  
Data Tracks: 4  
Transfer Rate: 152K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,350  
Distribution Method: OEM, Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: 1982

**NORTH ATLANTIC INDUSTRIES**  
200  
Tape Speed: 15 ips  
Recording Density: 1,800 ips  
Data Tracks: 2  
Capacity: 500 (K) bytes, blocked;  
1 (M) bytes, unblocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$200  
Distribution Method: OEM, Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: May 1977

**NORTH ATLANTIC INDUSTRIES**  
300 MBS  
Tape Speed: 15 ips  
Recording Density: 1,800 ips  
Data Tracks: 2, 4  
Capacity: 1 (M) bytes, unblocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$400  
Distribution Method: OEM, Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: 1973

**NORTH ATLANTIC INDUSTRIES**  
418  
Tape Speed: 90 ips  
Recording Density: 8,500 ips

Data Tracks: 6  
Capacity: 400 (K) bytes, unblocked  
Transfer Rate: 720K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,825  
Distribution Method: OEM, Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: 1983

**NORTH ATLANTIC INDUSTRIES**  
489  
Tape Speed: 30 ips  
Recording Density: 6,400 ips  
Data Tracks: 4  
Capacity: 13 (M) bytes, blocked;  
17 (M) bytes, unblocked  
Transfer Rate: 152K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,400  
Distribution Method: OEM, Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: January 1981

**NORTH ATLANTIC INDUSTRIES**  
489  
Tape Speed: 30 ips  
Recording Density: 8,400 ips  
Data Tracks: 4  
Capacity: 17 (M) bytes, unblocked  
Transfer Rate: 152K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,252  
Distribution Method: OEM, Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: 1982

**NORTH ATLANTIC INDUSTRIES**  
580  
Tape Speed: 30 ips  
Recording Density: 1,800 ips  
Data Tracks: 4  
Capacity: 4 (M) bytes, unblocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,368  
Distribution Method: OEM, Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: 1975

**NORTH ATLANTIC INDUSTRIES**  
580-A  
Tape Speed: 30 ips  
Recording Density: 1,800 ips  
Data Tracks: 4  
Capacity: 3 (M) bytes, blocked; 4 (M) bytes, unblocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,200  
Distribution Method: OEM, Third-Party

Number Installed: 10,000 - 50,000  
Date First Installed: December 1974

**NORTH ATLANTIC INDUSTRIES**  
1900  
Tape Speed: 15 ips  
Recording Density: 1,800 ips  
Data Tracks: 2  
Capacity: 500 (K) bytes, blocked;  
1 (M) bytes, unblocked  
Transfer Rate: 10K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,395  
Distribution Method: End User, OEM, Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: January 1980

**NORTH ATLANTIC INDUSTRIES**  
1900  
Tape Speed: 15 ips  
Recording Density: 1,800 ips  
Data Tracks: 2  
Capacity: 1 (M) bytes, unblocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,395  
Distribution Method: OEM, Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: 1975

**NORTH ATLANTIC INDUSTRIES**  
2200  
Tape Speed: 30 ips  
Recording Density: 1,800 ips  
Data Tracks: 4  
Capacity: 2 (M) bytes, blocked; 4 (M) bytes, unblocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$4,200  
Distribution Method: OEM, Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: January 1976

**NORTH ATLANTIC INDUSTRIES**  
2200  
Tape Speed: 30 ips  
Recording Density: 6,400 ips  
Data Tracks: 4  
Capacity: 34 (M) bytes, unblocked  
Transfer Rate: 152K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$2,235 to \$3,700  
Distribution Method: OEM, Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: 1977

**NORTH ATLANTIC INDUSTRIES**  
JETSTREAM 18  
Tape Speed: 90 ips  
Recording Density: 8,000  
Data Tracks: 6, 18

## Cassette Tape Drives

Capacity: 80.0M bytes, blocked,  
95.0M bytes, unblocked  
Transfer Rate: 400K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$900  
Distribution Method: OEM, Third-Party  
Number Installed: Under 100  
Date First Installed: January 1983

**NORTHERN TELECOM, INC.,  
MT 8108**  
Recording Density: 10,000 lpi  
Data Tracks: 5  
Capacity: 75.0M bytes, blocked  
Transfer Rate: 90K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$1,400  
Distribution Method: OEM  
Number Installed: 100 - 500  
Date First Installed: July 1983  
(See Vendor Profile Page V-24)

**NORTHERN TELECOM, INC.,  
MT 8112**  
Recording Density: 10,000 lpi  
Data Tracks: 12  
Capacity: 100.0M bytes, blocked  
Transfer Rate: 90K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$1,550  
Distribution Method: OEM  
Number Installed: 100 - 500  
Date First Installed: July 1983

**POLYCON INDUSTRIES  
TAPE BACK-UP**  
Compatibility: IBM PC  
Tape Speed: 33 1/3 ips  
Data Tracks: 4  
Capacity: 10.0M bytes, blocked  
Transfer Rate: 300K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$900  
Distribution Method: OEM, Third-Party  
Number Installed: March 1984  
(See Vendor Profile Page V-27)

**RAYMOND ENGINEERING,  
INC.  
MINIS 848 CARTRIDGE  
AUTOCORDER**  
Tape Speed: 90 ips  
Recording Density: 1,600 lpi  
Data Tracks: 4  
Capacity: 2.1M bytes, blocked,  
15.0M bytes, unblocked  
Transfer Rate: 6K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,060  
Distribution Method: OEM  
Number Installed: 1,000 - 1,000  
Date First Installed: August 1981  
(See Vendor Profile Page V-30)

**TALLERUS TECHNOLOGIES  
CORP.,  
TD-4186**

Tape Speed: 90 ips  
Recording Density: 10,000 lpi  
Data Tracks: 11  
Capacity: 60.0M bytes, blocked  
Transfer Rate: 800K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Price: \$1,900  
Distribution Method: Third-Party  
Date First Installed: April 1984  
(See Vendor Profile Page V-33)

**TANDERS DATA STORAGE,  
INC.  
MM MARK 3314**  
Tape Speed: 90 ips  
Recording Density: 8,000 lpi  
Data Tracks: 4  
Capacity: 27.0M bytes, blocked  
Transfer Rate: 44K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Distribution Method: OEM  
Date First Installed: January 1984  
(See Vendor Profile Page V-30)

**TANDERS DATA STORAGE,  
INC.  
MM MARK 3316**  
Tape Speed: 90 ips  
Recording Density: 5,000 lpi  
Data Tracks: 5  
Capacity: 60.0M bytes, blocked  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$1,500  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1984

**TANDERS DATA STORAGE,  
INC.  
TDC-MM MARK BASIC 3364**  
Tape Speed: 90 ips  
Recording Density: 8,000 lpi  
Data Tracks: 4  
Capacity: 27.0M bytes, blocked  
Transfer Rate: 44K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$1,250  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1984

**TANDERS DATA STORAGE,  
INC.  
TDC MARK 8 3324**  
Tape Speed: 90 ips  
Recording Density: 8,000 lpi  
Data Tracks: 4  
Capacity: 27.0M bytes, blocked  
Transfer Rate: 300K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$1,320  
Distribution Method: OEM, Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: June 1983

**TANDERS DATA STORAGE,  
INC.  
TDC MARK 8 3328**  
Tape Speed: 90 ips

Recording Density: 8,000 lpi  
Data Tracks: 5  
Capacity: 60.0M bytes, blocked  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$1,700  
Distribution Method: OEM, Third-Party  
Date First Installed: June 1983

**TANDERS DATA STORAGE,  
INC.  
TDC MM MARK BASIC 3368**  
Tape Speed: 90 ips  
Recording Density: 8,000 lpi  
Data Tracks: 8  
Capacity: 60.0M bytes, blocked  
Transfer Rate: 80K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,200  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1984

**TRICHTMAN INDUSTRIES, INC.,  
FEL-1086**  
Tape Speed: 30 ips  
Recording Density: 800 lpi  
Data Tracks: 2  
Capacity: 200.0K bytes, unblocked  
Transfer Rate: 5.0M bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,700  
Distribution Method: OEM, Third-Party  
Number Installed: 500 - 1,000  
(See Vendor Profile Page V-34)

**TECHTRON, INC.,  
4923**  
Tape Speed: 90 ips  
Recording Density: 1,600 lpi  
Data Tracks: 2  
Capacity: 300.0K bytes, blocked  
Transfer Rate: 30K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Price: \$2,300  
Distribution Method: End User  
Number Installed: 10,000  
(See Vendor Profile Page V-34)

**TEKTRONIX, INC.,  
4924**  
Tape Speed: 90 ips  
Recording Density: 1,600 lpi  
Data Tracks: 2  
Capacity: 300.0K bytes, blocked  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Price: \$2,200  
Distribution Method: End User  
Number Installed: 5,000

**U.S. SERVO CORP.,  
DE0**  
Compatibility: DEC PDP-11  
Tape Speed: 30 ips  
Recording Density: 8,400 lpi  
Data Tracks: 4  
Capacity: 22.0M bytes, blocked  
Transfer Rate: 160K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan

Streaming Capability: No  
Price: \$4,350  
Distribution Method: End User  
OEM  
Number Installed: 3,000  
Date First Installed: June 1981  
(See Vendor Profile Page V-35)

**3M CO.,  
SOD-1**  
Tape Speed: 30 ips  
Recording Density: 600 lpi  
Data Tracks: 1  
Capacity: 164.0K bytes, unblocked  
Transfer Rate: 2K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$324  
Distribution Method: OEM  
(See Vendor Profile Page V-36)

**3M CO.,  
TOD-3**  
Tape Speed: 30 ips  
Recording Density: 1,800 lpi  
Data Tracks: 2  
Capacity: 672.0K bytes, unblocked  
Transfer Rate: 3K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$698  
Distribution Method: OEM

### Cassette Tape Drives

**ALTRON COMPUTER SYSTEMS  
ALTRON MTU-3**  
Compatibility: Altos ACS8000-10,  
ACS8000-12, ACS8000-14  
Tape Speed: 30 ips  
Recording Density: 8,400 lpi  
Capacity: 24.0M bytes, blocked  
Transfer Rate: 192K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$2,895  
Distribution Method: Third-Party  
(See Vendor Profile Page V-2)

**ALTRON COMPUTER SYSTEMS  
ALTRON MTU-3**  
Compatibility: Altos ACS8000-12,  
ACS8000-14  
Tape Speed: 30 ips  
Recording Density: 8,400 lpi  
Transfer Rate: 24K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$2,895  
Distribution Method: Third-Party

**ALTRON COMPUTER SYSTEMS  
ALTRON MTU-4**  
Compatibility: Altos ACS  
S80-10, ACS 546-14  
Tape Speed: 30 ips  
Recording Density: 8,400 lpi  
Transfer Rate: 24K bytes

## Cassette Tape Drives

Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$2,395  
Distribution Method: Third-Party  
Date First Installed: 1983

**ANALOG & DIGITAL PERIPHERALS**  
ADP BYTE BUCKET CASSETTE SYSTEM  
Tape Speed: 45 ips  
Recording Density: 800 bpi, 1,600 bpi  
Data Tracks: 2  
Capacity: 1.0M bytes, blocked  
Transfer Rate: 24K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Hub Driven  
Streaming Capability: No  
Price: \$995  
Distribution Method: End User:  
CEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1981  
(See Vendor Profile Page V-3)

**ANALOG & DIGITAL PERIPHERALS**  
ADP DISKLINE MPU CASSETTE SYSTEM  
Tape Speed: 5 ips  
Recording Density: 800 bpi, 1,600 bpi  
Data Tracks: 2  
Capacity: 2.0M bytes, unblocked  
Transfer Rate: 8K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: No  
Price: \$795  
Distribution Method: End User:  
CEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1979

**ANALOG & DIGITAL PERIPHERALS**  
ADP LB-11, LB-2  
Tape Speed: 18 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 200.0K bytes, blocked  
Media Width: 1/4 in.  
Drive Mechanism: Hub Driven  
Streaming Capability: No  
Price: \$450  
Distribution Method: End User:  
CEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1982

**ANALOG & DIGITAL PERIPHERALS**  
BUCKET AS-205 MEGABYTE BUCKET  
Tape Speed: 45 ips  
Recording Density: 800 bpi, 1,600 bpi  
Data Tracks: 2  
Capacity: 1.0M bytes, blocked  
Transfer Rate: 24K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Hub Driven  
Streaming Capability: No  
Price: \$7,295  
Distribution Method: End User:  
CEM  
Number Installed: Under 100

Date First Installed: 1983  
**ANALOG & DIGITAL PERIPHERALS**  
LB-P PORTABLE MINI-CASSETTE  
Tape Speed: 18 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 100.0K bytes, blocked  
Transfer Rate: 10K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Hub Driven  
Streaming Capability: No  
Price: \$895  
Distribution Method: End User:  
CEM  
Number Installed: 100 - 500  
Date First Installed: 1982

**ANALOG & DIGITAL PERIPHERALS**  
NCR COMPATIBLE DIGITAL CASSETTE SYSTEM  
Tape Speed: 45 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 500.0K bytes, blocked  
Transfer Rate: 8K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Hub Driven  
Streaming Capability: No  
Price: \$1,760  
Distribution Method: End User:  
CEM  
Number Installed: 100 - 500  
Date First Installed: 1982

**ANALOG & DIGITAL PERIPHERALS**  
PHILIPS MINI CASSETTE DRIVE  
Tape Speed: 18 ips  
Data Tracks: 2  
Capacity: 230.0K bytes, unblocked  
Transfer Rate: 8.8K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$175  
Distribution Method: End User:  
CEM  
Number Installed: More than 50,000  
Date First Installed: 1981

**BRASER COMPUTER CORP.**  
CB-500 TAPE TRANSPORT  
Tape Speed: 30 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 750.0K bytes, blocked  
1.0M bytes, unblocked  
Transfer Rate: 24K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Dual Motor  
Streaming Capability: No  
Price: \$260  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: 1974  
(See Vendor Profile Page V-4)

**BRASER COMPUTER CORP.**  
CB-500A TAPE TRANSPORT  
Tape Speed: 15 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 145.0K bytes, unblocked  
Transfer Rate: 10K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor

Streaming Capability: No  
Price: \$155  
Distribution Method: OEM  
Date First Installed: 1978

**BRASER COMPUTER CORP.**  
CB-500C TAPE TRANSPORT  
Tape Speed: 15 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 145.0K bytes, unblocked  
Transfer Rate: 8K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$270  
Distribution Method: OEM  
Date First Installed: 1980

**BRASER COMPUTER CORP.**  
CB-400 TRANSPORT SYSTEM  
Tape Speed: 10 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 1.0M bytes, unblocked  
Transfer Rate: 18K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Dual Motor  
Streaming Capability: No  
Price: \$255  
Distribution Method: OEM  
Date First Installed: 1970

**BRASER COMPUTER CORP.**  
BT-4 MINI CASSETTE MEMORY SYSTEM  
Tape Speed: 10 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 145.0K bytes, unblocked  
Transfer Rate: 8K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$550  
Distribution Method: End User:  
CEM  
Date First Installed: 1980

**COMMODORE BUSINESS**  
MC-5000, MC-5500  
C-10M DATASCOPE  
Tape Speed: 2 ips  
Recording Density: 130 bpi  
Data Tracks: 1  
Transfer Rate: 300K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Price: \$75  
Distribution Method: Third-Party  
Date First Installed: 1981  
(See Vendor Profile Page V-7)

**INCLOS INDUSTRIES**  
274-43  
Tape Speed: 25 ips  
Recording Density: 500 bpi  
Data Tracks: 2  
Capacity: 500.0K bytes, blocked  
Transfer Rate: 40K bytes  
Media Width: 1/4 in.  
Streaming Capability: No  
Price: \$3,000  
Distribution Method: End User:  
CEM, Third-Party  
Date First Installed: November 1980  
(See Vendor Profile Page V-77)

**DIGITAL LABORATORIES, INC.**  
ACT-100  
Tape Speed: 5 ips  
Recording Density: 400 bpi  
Data Tracks: 2  
Capacity: 112.0K bytes, blocked  
Transfer Rate: 1.2M bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$1,500  
Distribution Method: End User:  
CEM, Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: June 1975  
(See Vendor Profile Page V-11)

**DRAGON INDUSTRIES, INC.**  
SPT-46  
Compatibility: IBM PC, PCXT  
Tape Speed: 80 ips  
Capacity: 80.0M bytes, unblocked  
Transfer Rate: 87K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$2,500  
Distribution Method: End User:  
CEM, Third-Party  
Number Installed: Under 100  
Date First Installed: 1984  
(See Vendor Profile Page V-12)

**SYLON CORP.**  
4000A  
Tape Speed: 30 ips  
Recording Density: 1,600 bpi, 5,400 bpi  
Data Tracks: 8  
Capacity: 200.0M bytes, blocked  
Transfer Rate: 200K bytes  
Media Width: 1/4 in.  
Streaming Capability: No  
Price: \$4,265  
Distribution Method: OEM, Third-Party  
Number Installed: 100 - 800  
Date First Installed: 1981  
(See Vendor Profile Page V-13)

**SEEDWIDE CORP.**  
S-40  
Tape Speed: 20 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 500.0M bytes, blocked  
Media Width: 1/4 in.  
Drive Mechanism: Real to Real  
Streaming Capability: No  
Price: \$1,100  
Distribution Method: End User:  
CEM  
Number Installed: 5,000 - 10,000  
Date First Installed: 1978  
(See Vendor Profile Page V-21)

**PHO MEB TECHNOLOGIES, INC.**  
DCR-18  
Tape Speed: 10 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 800.0K bytes, blocked  
1.0M bytes, unblocked  
Transfer Rate: 8K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$2,400 to \$2,775

## Cassette Tape Drives

**Distribution Method:** End User.  
**DEM**  
 Number Installed: 1,000 - 5,000  
 (See Vendor Profile Page V-27)

### **RAYSON ENGINEERING, INC.**

**MINI-HAYCORNER MODEL 8408**  
 Tape Speed: 3 ips  
 Recording Density: 800 bpi  
 Data Tracks: 2  
 Capacity: 108 OK bytes, blocked  
 Transfer Rate: 2K bytes  
 Media Width: 15 in.  
 Drive Mechanism: Dual Motor  
 Price: \$545  
**Distribution Method:** OEM  
 Number Installed: More than 50,000  
 (See Vendor Profile Page V-33)

### **RAYSON ENGINEERING, INC.**

**MINI-8400 HAYCORNER 8**  
 Tape Speed: 8 ips  
 Recording Density: 800 bpi, 1,800 bpi  
 Data Tracks: 2  
 Capacity: 112 OK bytes, blocked  
 Transfer Rate: 24K bytes  
 Media Width: 15 in.  
 Drive Mechanism: Dual Motor  
 Price: \$625  
**Distribution Method:** OEM  
 Number Installed: 5,000 - 10,000

### **RAYSON ENGINEERING, INC.**

**WR-160**  
 Tape Speed: 30 ips  
 Recording Density: 6,400 bpi  
 Data Tracks: 4  
 Capacity: 10.0M bytes, blocked  
 Transfer Rate: 24K bytes  
 Media Width: 15 in.  
 Drive Mechanism: Dual Motor  
 Streaming Capability: Yes  
 Price: \$1,175  
**Distribution Method:** OEM  
 Number Installed: 500 - 1,000

### **RAYSON ENGINEERING, INC.**

**WR-200**  
 Tape Speed: 30 ips  
 Recording Density: 10,000 bpi  
 Data Tracks: 4  
 Capacity: 20.0M bytes, blocked  
 Transfer Rate: 37K bytes  
 Media Width: 15 in.  
 Drive Mechanism: Dual Motor  
 Streaming Capability: Yes  
 Price: \$1,265  
**Distribution Method:** OEM  
 Number Installed: 500 - 1,000  
 Date First Installed: February 1982

### **RAYSON ENGINEERING, INC.**

**488-588 PORTABLE**  
**488-588 PORTABLE**  
**488-588 PORTABLE**  
**488-588 PORTABLE**  
 Compatibility: DEC PDP-11, HP 9000  
 Tape Speed: 30 ips  
 Recording Density: 3,200 bpi  
 Data Tracks: 4  
 Capacity: 1.0M bytes, blocked  
 Transfer Rate: 8K bytes

**Media Width:** 15 in.  
 Price: \$4,250 to \$8,450  
**Distribution Method:** End User.  
**Third-Party**  
 Number Installed: 1,000 - 5,000  
 (See Vendor Profile Page V-31)

### **SAYLOR ELECTRONICS INTERNATIONAL**

**400-361 DIGITAL CASSETTE DRIVE**  
 Compatibility: DEC PDP-11, HP 9800  
 Tape Speed: 30 ips  
 Recording Density: 1,800 bpi  
 Data Tracks: 2  
 Capacity: 1.2M bytes, blocked, 1.7M bytes, unblocked  
 Transfer Rate: 4.8M bytes  
 Media Width: 15 in.  
 Streaming Capability: Yes  
 Price: \$875  
**Distribution Method:** End User.  
**Third-Party**  
 Number Installed: 5,000 - 10,000

### **SAYLOR ELECTRONICS INTERNATIONAL**

**400-361 DIGITAL CASSETTE DRIVE**  
 Compatibility: DEC PDP-11, HP 9800  
 Tape Speed: 30 ips  
 Recording Density: 5000 bpi  
 Data Tracks: 4  
 Capacity: 5.0M bytes, blocked, 7.0M bytes, unblocked  
 Transfer Rate: 50K bytes  
 Media Width: 15 in.  
 Streaming Capability: Yes  
 Price: \$1,475  
**Distribution Method:** End User.  
**Third-Party**  
 Number Installed: 1,500

### **TEAC CORP. OF AMERICA**

**MT-222**  
 Tape Speed: 15 ips  
 Recording Density: 1,800 bpi  
 Data Tracks: 2  
 Capacity: 760 OK bytes, blocked  
 Transfer Rate: 3K bytes  
 Media Width: 15 in.  
 Drive Mechanism: Reel to Reel  
 Price: \$475  
**Distribution Method:** OEM  
 Number Installed: More than 50,000  
 (See Vendor Profile Page V-34)

### **TEAC CORP. OF AMERICA**

**MT-234**  
 Tape Speed: 15 ips  
 Recording Density: 1,800 bpi  
 Data Tracks: 2  
 Capacity: 760 OK bytes, blocked  
 Transfer Rate: 3K bytes  
 Media Width: 15 in.  
 Drive Mechanism: Reel to Reel  
 Price: \$475  
**Distribution Method:** OEM  
 Number Installed: More than 50,000

### **TEAC CORP. OF AMERICA**

**TEAC MT-2 MAG TAPE MEMORY SYSTEM**  
 Tape Speed: 15 ips  
 Recording Density: 800 bpi  
 Data Tracks: 1  
 Capacity: 400 OK bytes, blocked

**Transfer Rate:** 1K bytes  
**Media Width:** 15 in.  
 Drive Mechanism: Reel to Reel  
 Price: \$325 to \$550  
**Distribution Method:** OEM  
 Number Installed: 50,000

### **TECHTRAN INDUSTRIES, INC.**

**MOCHIC**  
 Tape Speed: 20 ips  
 Recording Density: 800 bpi  
 Data Tracks: 2  
 Capacity: 290 OK bytes, unblocked  
 Media Width: 15 in.  
 Streaming Capability: Yes  
 Price: \$1,775  
**Distribution Method:** OEM, Third-Party  
 Number Installed: 1,000 - 5,000  
 (See Vendor Profile Page V-36)

### **TECHTRAN INDUSTRIES, INC.**

**MODEL 418**  
 Tape Speed: 20 ips  
 Recording Density: 800 bpi  
 Data Tracks: 2  
 Capacity: 145 OK bytes, blocked  
 Transfer Rate: 440 OK bytes, unblocked  
 Media Width: 15 in.  
 Drive Mechanism: Dual Motor  
 Streaming Capability: Yes  
 Price: \$1,045  
**Distribution Method:** OEM, Third-Party  
 Number Installed: 1,000 - 5,000

### **TECHTRAN INDUSTRIES, INC.**

**MODEL 418A**  
 Tape Speed: 20 ips  
 Recording Density: 800 bpi  
 Data Tracks: 2  
 Capacity: 290 OK bytes, blocked  
 Media Width: 15 in.  
 Drive Mechanism: Dual Motor  
 Streaming Capability: Yes  
 Price: \$1,045  
**Distribution Method:** OEM, Third-Party  
 Number Installed: 1,000 - 5,000

### **TECHTRAN INDUSTRIES, INC.**

**MODEL 417**  
 Tape Speed: 20 ips  
 Recording Density: 800 bpi  
 Data Tracks: 2  
 Capacity: 145 OK bytes, blocked  
 Transfer Rate: 440 OK bytes, unblocked  
 Media Width: 15 in.  
 Drive Mechanism: Dual Motor  
 Streaming Capability: Yes  
 Price: \$1,045  
**Distribution Method:** OEM, Third-Party  
 Number Installed: 1,000 - 5,000

### **TECHTRAN INDUSTRIES, INC.**

**MODEL 417A**  
 Tape Speed: 20 ips  
 Recording Density: 800 bpi  
 Data Tracks: 2  
 Capacity: 290 OK bytes, blocked  
 Media Width: 15 in.  
 Drive Mechanism: Dual Motor  
 Streaming Capability: Yes  
 Price: \$1,260  
**Distribution Method:** OEM, Third-Party  
 Number Installed: 1,000 - 5,000

### **TECHTRAN INDUSTRIES, INC.**

**MODEL 418**

**Tape Speed:** 20 ips  
**Recording Density:** 800 bpi  
**Data Tracks:** 2  
**Capacity:** 440 OK bytes, unblocked  
**Media Width:** 15 in.  
**Drive Mechanism:** Dual Motor  
**Streaming Capability:** Yes  
**Price:** \$1,810  
**Distribution Method:** OEM, Third-Party  
**Number Installed:** 1,000 - 5,000

### **TECHTRAN INDUSTRIES, INC.**

**MODEL 418A**  
 Tape Speed: 20 ips  
 Recording Density: 800 bpi  
 Data Tracks: 2  
 Capacity: 290 OK bytes, blocked  
 Media Width: 15 in.  
 Drive Mechanism: Dual Motor  
 Price: \$1,810  
**Distribution Method:** OEM, Third-Party  
 Number Installed: 1,000 - 5,000

### **TECHTRAN INDUSTRIES, INC.**

**MODEL 417**  
 Tape Speed: 20 ips  
 Recording Density: 800 bpi  
 Data Tracks: 2  
 Capacity: 440 OK bytes, unblocked  
 Media Width: 15 in.  
 Drive Mechanism: Dual Motor  
 Price: \$2,445  
**Distribution Method:** OEM, Third-Party  
 Number Installed: 1,000 - 5,000  
 Date First Installed: April 1979

### **TECHTRAN INDUSTRIES, INC.**

**MODEL 418A**  
 Tape Speed: 20 ips  
 Recording Density: 800 bpi  
 Data Tracks: 2  
 Capacity: 290 OK bytes, blocked  
 Media Width: 15 in.  
 Drive Mechanism: Dual Motor  
 Streaming Capability: No  
 Price: \$2,445  
**Distribution Method:** OEM, Third-Party  
 Number Installed: 1,000 - 5,000

### **TECHTRAN INDUSTRIES, INC.**

**TR4**  
 Tape Speed: 20 ips  
 Recording Density: 800 bpi  
 Data Tracks: 2  
 Capacity: 48 OK bytes, unblocked  
 Transfer Rate: 2.4M bytes  
 Media Width: 15 in.  
 Drive Mechanism: Single Motor  
 Streaming Capability: Yes  
 Price: \$1,125  
**Distribution Method:** Third-Party  
 Number Installed: 100 - 500

### **3M CO.**

**CCD-3**  
 Tape Speed: 30 ips  
 Recording Density: 1,800 bpi  
 Data Tracks: 2  
 Capacity: 872 OK bytes, unblocked  
 Transfer Rate: 5K bytes  
 Media Width: 15 in.  
 Drive Mechanism: Single Motor  
 Streaming Capability: Yes  
 Price: \$585  
 (See Vendor Profile Page V-38)





# The new HERCULES Color Card gives you the parallel port IBM forgot-for \$1 more!



The new Hercules Color Card gives you these five important features in a color graphics card.

1. Full IBM color card compatibility.<sup>1</sup> Any program that runs on IBM's color card will run on the new Hercules Color Card at the same resolution.
2. A parallel printer port—standard on the Hercules Color Card, but forgotten by IBM on theirs.
3. It's short. The pint-sized Hercules Color Card fits in the short slot in an XT or Portable.<sup>2</sup>
4. It can work in your system at the same time as the famous high resolution Hercules Graphics Card.<sup>3</sup> And it will continue to work backed by our 2 year warranty.
5. Low price. At a suggested list price of \$245, the Hercules Color Card is only \$1 more than IBM's card.<sup>4</sup> And our Graphics Pak<sup>5</sup> saves you even more money when you buy both Hercules cards at the same time.

Call 800 255 5550 Ext 433 for the name of the Hercules dealer nearest you. See why the company that made the first graphics cards for the IBM PC still makes the best.

	IBM Mono Display Compatible	IBM Color Display Compatible	16-Bit Text	320 x 200 Hi-Res Graphics	320 x 200 Color Graphics	640 x 385 Hi-Res Graphics	Parallel Printer Port
Hercules Color Card		*			*	*	*
Hercules Graphics Card	*		*	*	*	*	*
IBM Mono Card	*		*				*
IBM Color Card		*			*	*	

**Hercules.**  
We're strong  
on graphics.

Address: Hercules, 2550 North St., Berkeley, CA 94709. PC-10: 540-8900. Telex: 754005. Foreign distributors: Compuserg Canada, Berlin; S. B. Computer 3600 N. Germany; Elliott P. Moore Engineering Australia; National Info Products-Holland; Datacube-Switzerland; Telemaster-Greece; Hercules Graphics Pak-Hong Kong; Computer Technology SEM International-Business Machines. Notes:  
(1) An adapter is required for compatibility. (2) The IBM Color Graphics Monitor Adapter must be removed from the Portibus before the Hercules Color Card is installed. (3) Model 1280 or later. (4) Based on the list price as of 1/84 for the IBM Color Graphics Monitor Adapter.

## Suppliers

### ALABAMA

#### COMPUTER SUPPLIES

401 2nd Ave. S.  
Birmingham, AL 35222  
(205) 362-4232  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Tapes,  
Cassettes  
Head of Sales: Richard Babin  
Geographic Coverage: National  
Year Established: 1979  
Number of Employees: 15

#### ITS COMPUTER SYSTEMS, INC.

3609 7th Ave. E.  
Birmingham, AL 35222  
(205) 252-8448  
Major Markets: Software House,  
Systems House (Commercial OEM),  
Data Services (Service Bureau),  
Dealer/Distributor, Miscellaneous  
Computer Supplies, Distribution,  
Resale, Manufacturing  
Target Applications: Banking  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Tapes,  
Furniture  
Net Sales: \$1 million - \$5 million  
(1981)

Contacts:  
Head of Marketing: Jim Byrne  
Head of Software: Mark Ayres  
Head of Customer Service: Jack  
Hartson  
Geographic Coverage: National  
Year Established: 1968  
Number of Employees: 28

#### WIS AMERICAN DATA

PRODUCTS  
Computer Supplies  
P.O. Box 1541  
Birmingham, AL 35201  
(205) 362-4232  
Major Markets: Dealer/Distributor,  
Miscellaneous Computer Supplies,  
End User  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Tapes,  
Furniture, Floppy, Cassettes  
Contacts:  
Head of Marketing/Sales: Bobby  
Gavin  
Head of Customer Service: Debbie  
Douglas  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 10

### ARIZONA

#### COMPUTER CONCEPTS

4011 W. Chandler  
Phoenix, AZ 85019  
(602) 233-6098  
Major Markets: Miscellaneous  
Computer Supplies, End User,  
Business

#### Products Offered: Furniture

Contacts:  
Head of Marketing: Jerry Regan  
Head of Sales: Michael Pappas  
Head of Engineering: Randy Wilson  
Geographic Coverage: National  
Year Established: 1975  
Number of Employees: 30

#### ROCK RAY, INC.

7741 E. Gray Road  
Scottsdale, AZ 85260  
(602) 944-1577  
Major Markets: Software House,  
Miscellaneous Computer Supplies  
Products Offered: Disk Drive  
Devices  
Contacts:  
Head of Marketing: Howard  
Friesen  
Head of Software: Robert Stegling  
Head of Customer Service: Marilyn  
Roberts  
Geographic Coverage: International  
Year Established: 1987  
Number of Employees: 5

### CALIFORNIA

#### ABC COMPUTER PRODUCTS, INC.

Suite 130  
20075 S. Western Ave.  
Torrance, CA 90501  
(213) 533-1244  
Major Markets: Miscellaneous  
Computer Supplies, OEM,  
Distribution  
Products Offered: Daily Printouts  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 12

#### ALPHA COMPUTING SUPPLY, INC.

6025 Mason Ave.  
Chesworth, CA 91311 -  
(714) 682-9818  
Major Markets: Dealer/Distributor,  
Miscellaneous Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Tapes,  
Furniture, Labels  
Net Sales: \$100,000 - \$500,000  
(1982)  
Contacts:  
Head of Marketing/Sales: Todd  
Reichert  
Geographic Coverage: International  
Year Established: 1972

#### AMERICAN NATIONAL SUPPLY CORP. (ARND)

243 W. 124th St.  
P.O. Box 2359  
Gardena, CA 90247  
(213) 332-7780  
Major Markets: Dealer/Distributor,  
Miscellaneous Computer Supplies  
Products Offered: Ribbons, Disk  
Packs, Databases, Tapes, Furniture,  
Cleaning Device  
Geographic Coverage: National  
Year Established: 1962  
Number of Employees: 25

#### AMPEX CORP.

Magnetic Tape  
401 Broadway  
N.P. 22-2  
Redwood City, CA 94063  
(415) 367-2011  
Major Markets: Component,  
Peripheral Manufacturing,  
Miscellaneous Computer Supplies,  
Disk Drive Manufacturing  
Products Offered: Disk Packs  
Contacts:  
Head of Marketing: Richard Arango  
Geographic Coverage: International  
Year Established: 1965  
Number of Employees: 2,200

#### AMYS, GAMES, INC.

4128 Temple City Blvd.  
P.O. Box 888  
Rosemead, CA 91770  
(213) 675-8614  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Transit Cases  
Contacts:  
Head of Marketing/Customer  
Service: Ralph Higgins  
Geographic Coverage: International  
Year Established: 1952  
Number of Employees: 140

#### ASSOCIATED DATA SUPPLY CO.

1831 Central Ave.  
Santa Monica, CA 90404  
(213) 453-8822  
Major Markets: Dealer/Distributor,  
Miscellaneous Computer Supplies,  
Banking  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Tapes,  
Furniture, Audio/Video Cassettes  
Net Sales: \$1 million - \$5 million  
(1982)  
Geographic Coverage: Regional  
Year Established: 1971  
Number of Employees: 12

#### ATHANA, INC.

2730 Monterey St.  
Torrance, CA 90503  
(213) 775-2741  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Disk Packs,  
Disks, Cartridges  
Contacts:  
Head of Marketing: Stanley Lust  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 250

#### BET PRODUCTS, INC.

17152 Armstrong Ave.  
Irvine, CA 92714  
(714) 850-3368  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Sheet Feeders,  
Envelope Feeders  
Contacts:  
Head of Marketing: Richard L. Owen  
Geographic Coverage: International  
Number of Employees: 30

#### BELL & HOWELL

COI Products  
16891 Hill Ave.

Irvine, CA 92714

(714) 841-7050  
Major Markets: OEM (Peripherals,  
Terminals), Software House,  
Maintenance/Other Services  
Miscellaneous Computer Supplies,  
Banking, Service Bureau, Insurance  
Target Applications: Cross Industry  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Tapes  
Net Sales: More than \$100 million  
(1982)

#### Contacts:

Head of Marketing: Michael A.  
Tappan  
Head of Sales: R. Manoharan  
Head of Software: Don Soper  
Head of Engineering: John  
Scarborough  
Head of Customer Service: H.  
Hendel  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 85

#### BONAMIA COMPUTER SUPPLIES, INC.

457 McGilvery Lane  
Campbell, CA 95008  
(408) 377-6811  
Major Markets: Dealer/Distributor,  
Miscellaneous Computer Supplies,  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Tapes,  
Furniture, Cables, Binders  
Net Sales: \$100,000 - \$500,000  
(1981)

#### Contacts:

Head of Marketing/Sales: Michael  
Urnich  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 12

#### BUSINESS INFORMATION SYSTEMS

2426 Foundry Blvd.  
La Crescenta, CA 91214  
(213) 245-3951  
Major Markets: Software House,  
Data Services (Service Bureau),  
Dealer/Distributor,  
Maintenance/Other Services,  
Miscellaneous Computer Supplies,  
Distribution, Retail Manufacturing,  
Fully Integrated Systems, Sales,  
Accounting  
Products Offered: Ribbons, Disk  
Packs, Databases, Tapes, Furniture  
Net Sales: \$1 million - \$5 million  
(1981)

#### Contacts:

Head of Marketing: Richard L. Sloan  
Head of Sales: Rick Picking  
Head of Software: Daniel R. Houtlin  
Head of Engineering: Thomas  
Pruett  
Head of Customer Service: Steven  
Ortiz  
Geographic Coverage: Regional  
Year Established: 1971  
Number of Employees: 60

#### BYTODDS, INC.

Suite H  
2195 Francisco Blvd.  
San Rafael, CA 94601  
(800) 227-3254  
Major Markets:

## Suppliers

Peripheral Communications  
Equipment and Office Equipment  
Manufacturing; OEM (Peripherals,  
Terminals), Data Services (Service  
Bureau), Miscellaneous Computer  
Supplies; Barring, Time-Sharing  
Services; Dealers & Distributor  
Target Applications: PC Users, Data  
Compression, Modems,  
Multiplexers,  
Protocol Converters  
Contacts  
Head of Marketing: Gary Smith  
Year Established: 1983  
Number of Employees: 150

**OLYIC TECHNOLOGY, INC.**  
6205 Laurel Ave.  
Woodland Hills, CA 91367  
(213) 884-6761  
Major Markets: Peripheral  
Manufacturing; Miscellaneous  
Computer Supplies; Graphics, PC  
Systems  
Products Offered: Film  
Contacts  
Head of Marketing: Morgan Walker  
Head of Engineering: Richard R.  
Gardner  
Year Established: 1982  
Number of Employees: 25

**CHALLENGER COMPUTER  
SUPPLIES, INC.**  
1007 Owl Court  
Racine, WI 53400  
(415) 880-1500  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Disasters, Tapes  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Geographic Coverage: West of  
Mississippi  
Year Established: 1982  
Number of Employees: 20

**OWISE TB-60**  
8284 Hercules St.  
La Mesa, CA 92041  
(619) 460-6975  
Major Markets: Miscellaneous  
Computer Supplies; Small  
Businesses, Medical Accounts  
Products Offered: Forms  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contacts  
Head of Marketing: Dan Warty  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 45

**OSAT COMPUTER SUPPLIES**  
119 Parkway Way  
Norwalk, CT 06447  
(619) 882-6702  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Disasters, Tapes,  
Furniture  
Geographic Coverage: International  
Year Established: 1979

**COMPUNITE CORP.**  
8910 Tuleville Ave.  
Torrance, CA 91356

(213) 996-5111  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Ribbons, WP  
Cartridges  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Geographic Coverage: International  
Year Established: 1973  
Number of Employees: 30

**COMPUTER PERIPHERY &  
ADDITIONS, INC.**  
515 W. 132nd St.  
Garden City, CA 92444  
(213) 327-7710  
Major Markets: Miscellaneous  
Computer Supplies, Furniture  
Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Geographic Coverage: National  
Year Established: 1979  
Number of Employees: 20

**CPE**  
16821 Northridge St.  
Northridge, CA 91324  
(213) 708-4033  
Major Markets: Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Third-Party Maintenance, Large End  
User, OEM  
Target Applications: System House,  
Maintenance  
Products Offered: Ribbons, Disk  
Packs, Disasters, Print Wheels,  
Cleaning Kits  
Net Sales: \$5 Million - \$10 Million  
(1982)  
Contacts  
Head of Marketing: Bob MacGungul  
Head of Sales: Don Jerns  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 62

**CVSNET TECHNOLOGIES,  
INC.**  
1298 Lawrence Station Road  
Sunnyvale, CA 94089  
(408) 734-8848  
Major Markets: Peripheral,  
Communications Equipment, Office  
Equipment Manufacturing  
Dealer/Distributor; Miscellaneous  
Computer Supplies, Peripherals,  
Barring  
Target Applications: Services;  
Networks; Electronic Mail,  
Communications Management;  
Productivity  
Contacts  
Head of Marketing: Jerry Klein  
Head of Sales: Tony Upmoro  
Head of Software: Eric Ho  
Head of Engineering: Lauren  
Yasuda  
Head of Customer Service: Jim  
Fonds  
Year Established: 1981  
Number of Employees: 100

**DAVEY WHEEL, ROSSON CO.,  
INC.**  
Suite 401  
5575 Archibald Ave

Cucamonga, CA 91730  
(213) 920-1081  
Major Markets: Miscellaneous  
Computer Supplies, Retail,  
Wholesale; Dealers, Dealers  
Products Offered: Ribbons, Tapes,  
Disk Packs, Cartridges  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contacts

Head of Marketing/Sales: Stephen  
Rear  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 25  
**BATA ARRI, INC.**  
7442 Orangewood Ave.  
Garden Grove, CA 92641  
(714) 881-2471  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Air Conditioning  
Controls  
Head of Marketing/Sales: Don Henry  
Head of Engineering: John Henry  
Geographic Coverage: International  
Year Established: 1975

**BATA SERVICES  
INTERNATIONAL**  
20285 Behrens St.  
Chattanooga, CA 91511  
(213) 995-2900  
Major Markets: Maintenance/Other  
Services; Miscellaneous Computer  
Supplies  
Products Offered: Tapes, Disasters  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contacts  
Head of Marketing: Donna Schmidt  
Head of Engineering: Joseph Spitzer  
Geographic Coverage: International  
Year Established: 1973  
Number of Employees: 45

**BATA EQUIPMENT SUPPLY**  
Microcomputer  
8315 Peanons Blvd.  
Covington, CA 92041  
(213) 923-5381  
Major Markets: OEM (Peripherals-  
terminals), Software House,  
Systems House (Commercial OEM);  
Dealer/Distributor; Distribution  
Maintenance/Other Services;  
Miscellaneous Computer Supplies  
Products Offered: Ribbons, Tapes  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts

Head of Marketing: Jackson Bliss  
Head of Sales: Steve Westmoss  
Geographic Coverage: National  
Year Established: 1980  
Number of Employees: 15

**BAYNOR CORP.**  
178 River Ave.  
Sand City, CA 93955  
(408) 899-4888  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Tapes, Cassette  
Storage, Tape Splicers  
Contacts  
Head of Marketing/Sales: Judy  
Hodgar

Head of Engineering: Steve Jordan  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 12

**THE BAYNE JAMBORE**  
SUNLIFE CORP.  
2049 Century Park E.  
30th Floor  
Los Angeles, CA 90067  
(213) 277-4562  
Major Markets: OEM (Computer  
Systems); OEM (Peripherals-  
terminals); Software House,  
Systems House (Commercial OEM);  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Communications, Barring, OK  
Communications  
Products Offered: Forms, Ribbons,  
Disk Packs, Disasters, Tapes,  
Furniture  
Net Sales: \$25 Million - \$100 Million  
(1982)  
Contacts

Head of Marketing: Richard Rose  
Head of Sales: Nancy Balthus  
Head of Engineering: Richard Smith  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 150

**BAYTON — FORSTER  
ADDITIONS, INC.**  
8740 Snell Ave.  
Northridge, CA 91324  
(213) 701-2127  
Major Markets: Systems House  
(Commercial OEM);  
Dealer/Distributor; Miscellaneous  
Computer Supplies, Small Business,  
Manufacturing, Trucking  
Target Applications: Medical, Small  
Business, Inventory Control  
Products Offered: Forms, Ribbons;  
Disk Packs, Disasters, Tapes,  
Furniture  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contacts

Head of Marketing: N. L.  
Syrer  
Head of Software: P. Paris  
Geographic Coverage: Regional  
Year Established: 1971  
Number of Employees: 12

**BEVON DATA PRODUCTS**  
1500 Marlin Ave.  
Santa Clara, CA 95058  
(408) 880-1386  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Disasters, Tapes,  
Furniture, Microfilm  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Contacts

Head of Marketing: Chuck Webster  
Geographic Coverage: National  
Year Established: 1964  
Headquarters: 1701 McCarthy Blvd.  
Menlo Park, CA 94025  
(408) 745-6000

## Suppliers

**Major Markets:** Component, Peripheral Manufacturing, Miscellaneous Computer Supplies, Small Business, Word Processing  
**Products Offered:** Disk Patches  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 150

**BREXLER TECHNOLOGY CORP.**  
2537 Chesterton Road  
Mountain View, CA 94043  
(415) 950-7277  
**Major Markets:** Miscellaneous Computer Supplies, OEM Component Manufacturing, Semiconductors, Optical Storage  
**Products Offered:** Tapes, Optical Disks, Cards  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 300

**BTBAM CORP.**  
5201 Patrick Henry Dr.  
Santa Clara, CA 95050  
(408) 953-3472  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Disk Patches, Disks, Magnetic Media  
**Net Sales:** More than \$100 Million (1981)  
**Comments:**  
Head of Customer Service: Abby Douglas  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 5,000

**ELECTRONICS SYSTEMS FURNITURE**  
17125 S. Kingdome Ave.  
Carson, CA 90746  
(213) 336-9001  
**Major Markets:** Miscellaneous Computer Supplies, OEM, Dealers  
**Products Offered:** Furniture  
**Comments:**  
Head of Marketing: John Anderson  
Head of Sales: Lani Dupont  
**Geographic Coverage:** National  
**Year Established:** 1975  
**Number of Employees:** 32

**EDSON PRODUCTS, INC.**  
12918 Alameda Blvd.  
San Ramon, CA 94583  
(415) 820-1258  
**Major Markets:** OEM (Computer Systems), Dealer/Distributor, Maintenance/Other Services, Miscellaneous Computer Supplies  
**Products Offered:** Forms, Ribbons, Legal, Data Entry  
**Net Sales:** \$500,000 - \$1 Million (1981)  
**Comments:**  
Head of Marketing: Rod Winchel  
Head of Engineering: Charles Liget  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 14

**FRANKLIN COMPUTER SYSTEMS**  
715 Fremont  
S. Pasadena, CA 91060  
(213) 443-5125  
**Major Markets:** Software House, Systems House (Commercial/OEM), Dealer/Distributor, Miscellaneous Computer Supplies, CPA, Legal, Ambulance Service  
**Target Applications:** Architects, Chief Accounting, Property Management, General Accounting  
**Products Offered:** Ribbons  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Geographic Coverage:** National  
**Year Established:** 1974  
**Number of Employees:** 30

**FUNCTIONAL OFFICE FURNITURE, INC.**  
1261 Anderson Dr.  
San Rafael, CA 94801  
(415) 457-4143  
**Major Markets:** Dealer/Distributor, Miscellaneous Computer Supplies, Offices  
**Products Offered:** Furniture  
**Geographic Coverage:** National  
**Year Established:** 1974  
**Number of Employees:** 8

**GATES ADJUSTMENT, INC.**  
P.O. Box 77  
Santa Rosa, CA 95403  
(800) 358-9192  
**Major Markets:** Miscellaneous Computer Supplies, Word Processing, Telecommunications, Sound Reduction  
**Products Offered:** Sound Reduction, Caissons  
**Net Sales:** \$5 Million - \$25 Million (1981)  
**Geographic Coverage:** International  
**Year Established:** 1946  
**Number of Employees:** 110

**GENERAL BUSINESS CORP.**  
P.O. Box 447  
Chattanooga, CA 91311  
(213) 708-1234  
**Major Markets:** Miscellaneous Computer Supplies, Dealers, OEM  
**Products Offered:** Ribbons  
**Net Sales:** \$25 Million - \$100 Million (1982)  
**Comments:**  
Head of Marketing: Marvin Van Vly  
Head of Sales: Michael Cooke  
Head of Software: Pam Scyfers  
**Year Established:** 1967  
**Geographic Coverage:** National  
**Year Established:** 1976  
**Number of Employees:** 360

**GERALD FINE MICRO-COMPUTER SYSTEMS**  
350 Mesa Road  
Santa Monica, CA 90405  
(213) 458-5566  
**Major Markets:** OEM (Peripheral), Systems House (Commercial/OEM), Dealer/Distributor, Miscellaneous Computer Supplies  
**Products Offered:** Ribbons, Disk Patches, Disks, Tapes, Furniture  
**Net Sales:** \$100,000 - \$500,000 (1982)  
**Geographic Coverage:** California  
**Year Established:** 1980

**HEAS COMPUTER PRODUCTS, INC.**  
8414 Copeland Ave.  
Chattanooga, CA 91311  
(213) 788-8000  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Disks, Drive Cleaning Kits  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 30

**HOVHAAS COMPUTER PRODUCTS**  
1720 Flower Ave.  
Darien, CA 91910  
(213) 325-1571  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Disks, Cards  
**Head of Sales:** Robert Richards  
**Geographic Coverage:** National  
**Year Established:** 1967  
**Number of Employees:** 30

**HOLLANDER OFFICE PRODUCTS**  
Suite B  
41 Dunsmuir Dr.  
Thousand Oaks, CA 91320  
(805) 496-5533  
**Major Markets:** Dealer/Distributor, Miscellaneous Computer Supplies  
**Products Offered:** Forms, Ribbons, Disk Patches, Disks, Tapes, Furniture, Print Wheels, Caissons  
**Head of Marketing:** Don Maroney  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 50

**JOE — RALLY CORP.**  
2575 E. Bayshore Road  
Palo Alto, CA 94303  
(415) 858-9900  
**Major Markets:** Dealer/Distributor, Miscellaneous Computer Supplies  
**Products Offered:** Forms, Ribbons, Disk Patches, Disks, Tapes, Manufacturing  
**Comments:**  
Head of Marketing: Robert Hamilton  
Head of Engineering: Stephen Metzger  
**Geographic Coverage:** International  
**Year Established:** 1967  
**Number of Employees:** 86

**SRAG**  
2485 Augusta Dr.  
Santa Clara, CA 95051  
(408) 727-1870  
**Major Markets:** Communications Equipment Manufacturing, Dealer/Distributor, Miscellaneous Computer Supplies  
**Products Offered:** Forms, Ribbons, Disk Patches, Disks  
**Comments:**  
Head of Marketing: Bob Harris  
**Year Established:** 1978  
**Number of Employees:** 120

**RESOLUTION COMPUTER PRODUCTS**  
9174 Deering Ave.  
Chattanooga, CA 91311  
(213) 982-3400  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Cleaning Kits, Disks, Drives  
**Comments:**  
Head of Marketing: A. H. Packard  
Head of Sales: Carl Foster  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 80

**JENSEN ENGINEERING, INC.**  
1838 Harrison Way  
Santa Rosa, CA 95407  
(707) 544-8020  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Furniture, Acoustical Cabinets, Dust Covers  
**Comments:**  
Head of Marketing: Olga Thel  
Head of Engineering: Bob Sharp  
**Geographic Coverage:** International  
**Number of Employees:** 55

**LIGHTNING ILLUMINATION ASSOCIATES**  
12518 Leland Road  
Santa Fe Springs, CA 90670  
(213) 944-0618  
**Major Markets:** Miscellaneous Computer Supplies, Support Equipment  
**Products Offered:** Electrical Equipment  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Comments:**  
Head of Marketing: Hal Propp  
Head of Sales: Al Rich  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 50

**MAGNETRONICS INTERNATIONAL, INC.**  
18325 S. Knappton Ave.  
Carson, CA 90746  
(213) 825-0151  
**Major Markets:** Miscellaneous Computer Supplies  
**Net Sales:** \$1 Million - \$3 Million (1982)  
**Geographic Coverage:** International  
**Year Established:** 1944  
**Number of Employees:** 15

**MEDIA RECOVERY OF CALIFORNIA, INC.**  
7327 Valley View  
Van Nuys, CA 91406  
(213) 782-8978  
**Major Markets:** Maintenance/Other Services, Miscellaneous Computer Supplies  
**Products Offered:** Ribbons, Disk Patches, Disks, Tapes  
**Geographic Coverage:** California  
**Year Established:** 1974  
**Number of Employees:** 24

**MEDIA SYSTEMS TECHNOLOGY**  
17791 Fitch  
Irvine, CA 92714  
(714) 951-9200  
**Major Markets:** Peripheral and Office

## Suppliers

**Equipment Manufacturing: Software House, Data Service (Service Bureau), Miscellaneous Computer Supplies, Manufacturing, Banking, Education**  
**Products Offered:** Databases  
**Contacts:**  
 Head of Marketing/Sales: Ian Harkin  
 Head of Software: Eric Radford  
 Head of Engineering: Dave Sudden  
 Head of Customer Service: Andy Ziva  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 80

**MEMORY MEDIA PRODUCTS**  
 17032 Murphy Ave.  
 Irvine, CA 92714  
 (714) 863-1101  
**Major Markets:** Dealer/Distributor:  
 Miscellaneous Computer Supplies  
**Products Offered:** Riscos, Disk Packs, Cassettes, Tapes  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**  
 Head of Marketing/Cont: Edward Joffe  
 Head of Engineering: John R. Cress Jr.  
**Geographic Coverage:** National  
**Year Established:** 1972  
**Number of Employees:** 42

**MCROSBY CO.**  
 475 5th St.  
 Mountain View, CA 94043  
 (415) 968-1934  
**Major Markets:** Miscellaneous Computer Supplies, Computer, Magnetic Media  
**Products Offered:** Databases, cassettes  
**Contacts:**  
 Head of Sales: Ron Thross  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 20

**MULTI TRONICS, INC.**  
 Industrial Products  
 8444 Sierra Court  
 P.O. Box 2295  
 Dublin, CA 94568  
 (415) 825-3200  
**Major Markets:** Computer and Communications Equipment  
**Products Offered:** OEM (Computer Systems), OEM (Peripherals-Terminals), Software House  
**Systems House (Commercial OEM):**  
 Systems House, System Integration, Process Control  
**Target Applications:** Water/Waste Water, Data Acquisition, Water Distribution Control, Process Control  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
 Head of Marketing: Warren McGuffin  
 Head of Sales: Bill Cox  
 Head of Software: James Hays  
 Head of Engineering: Tom Soliday  
 Head of Customer Service: Roy Weaver  
**Geographic Coverage:** National  
**Year Established:** 1970

**Number of Employees:** 200  
**NESTAR SYSTEMS, INC.**  
 2585 E. Bayshore Road  
 Palo Alto, CA 94303  
 (415) 492-2228  
**Major Markets:** Component, Computer, Peripheral  
**Communications Equipment and Office Equipment Manufacturing:**  
 OEM (Peripherals-Terminals), Software House, Systems House (Commercial OEM)  
**Dealer/Distributor:**  
 Maintenance/Other Services  
**Miscellaneous Computer Supplies, Financial, Manufacturing**  
**Contacts:**  
 Head of Marketing: Peter Herten  
 Head of Sales: William Coleman  
 Head of Engineering: Leonard J. Shustel  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 100

**NEWPORT WEST DATA SERVICES, INC.**  
 277 Santiago Ave.  
 Los Gatos, CA 95030  
 (408) 386-1778  
**Major Markets:** Software House  
**Systems House (Commercial OEM), Dealer/Distributor:** Miscellaneous Computer Supplies, Distributor:  
 Manufacturing, Civil Engineering, Inventory Control, Sanitation  
**Products Offered:** Forms, Riscos, Disk Packs, Tapes  
**Net Sales:** \$100,000 - \$500,000 (1981)  
**Geographic Coverage:** Regional  
**Year Established:** 1979  
**Number of Employees:** 4

**NUMERICAL DYNAMICS, INC.**  
 2435 S. Arroyo St.  
 Santa Ana, CA 92704  
 (714) 557-7862  
**Major Markets:** Miscellaneous Computer Supplies, OEM  
**Products Offered:** Disk Packs  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
 Head of Marketing: Linda M. Price  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 11

**PARADOX COMPUTER SUPPLY, INC.**  
 2601 Middlefield Road  
 Redwood City, CA 94063  
 (415) 962-2523  
**Major Markets:** Dealer/Distributor:  
 Miscellaneous Computer Supplies  
**Products Offered:** Riscos, Disk Packs, Tapes, Furniture  
**Contacts:**  
 Head of Marketing: John Sanchez  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 11

**PARAGON BUSINESS FORMS, INC.**  
 Suite 305

5530 Canton Ave.  
 Torrance, CA 91356  
 (714) 892-8446  
**Major Markets:** Dealer/Distributor:  
 Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Geographic Coverage:** National  
**Year Established:** 1965  
**Number of Employees:** 12

**PERSONAL DESIGN CO.**  
 P.O. Box 40227  
 San Francisco, CA 94140  
 (415) 431-5557  
**Major Markets:** Dealer/Distributor:  
 Miscellaneous Computer Supplies  
**Education, End Users**  
**Products Offered:** Riscos  
**Geographic Coverage:** National  
**Year Established:** 1982  
**Number of Employees:** 3

**PIVOT SYSTEMS, INC.**  
 3550 I Keller St.  
 Santa Clara, CA 95050  
 (408) 960-1010  
**Major Markets:** Software House  
**Dealer/Distributor:** Miscellaneous Computer Supplies, Retail, Dealer  
**Products Offered:** Riscos, Disk Packs, Cassettes, Tapes, Furniture, Formatted Disks  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**  
 Head of Marketing: Don Patten  
 Head of Sales/Customer Service: Mariana Fernandez  
 Head of Software: Larry Baker  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 21

**PROTECHPOINT, INC.**  
 P.O. Box 11987  
 Santa Rosa, CA 95408  
 (707) 527-4180  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Furniture, Acoustical Hoods, Sound Covers  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 70

**ROD DESIGN**  
 3375 Woodward Ave.  
 Santa Clara, CA 95050  
 (408) 748-2420  
**Major Markets:** Peripheral  
**Manufacturing:** Miscellaneous Computer Supplies  
**Distributor:**  
**Products Offered:** Furniture  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 15

**RUSSELL BARRY CO.**  
 8189 Byron Road  
 Whittier, CA 90608  
 (213) 845-2445  
**Major Markets:** Miscellaneous Computer Supplies, Micrographics  
**Products Offered:** Furniture, Calculators for Micrographics  
**Geographic Coverage:** International  
**Year Established:** 1960  
**Number of Employees:** 80

**SAN SIERRA BUSINESS SYSTEMS**  
 404 N. Freeway  
 P.O. Box 13867  
 Sacramento, CA 95852  
 (916) 920-4244  
**Major Markets:** Office Equipment  
**Manufacturing:** Software House, Systems House (Commercial OEM), Dealer/Distributor:  
 Maintenance/Other Services  
**Miscellaneous Computer Supplies**  
**Products Offered:** Riscos, Disk Packs, Cassettes, Tapes, Furniture, Flooring  
**Contacts:**  
 Head of Marketing: Wendy Howe  
**Geographic Coverage:** Regional  
**Year Established:** 1983  
**Number of Employees:** 900

**SCAM-TRON CORP.**  
 3305 E. 7th St.  
 P.O. Box 5340  
 Long Beach, CA 90808  
 (213) 423-8551  
**Major Markets:** Peripheral  
**Manufacturing:** Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Contacts:**  
 Head of Marketing: R. E. Stewart  
**Geographic Coverage:** National  
**Year Established:** 1972  
**Number of Employees:** 190

**SCM CORP.**  
 Verion Printing Co.  
 6400 Arroyo Blvd.  
 Buena Park, CA 90620  
 (714) 523-2000  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Net Sales:** \$25 Million - \$100 Million (1982)  
**Contacts:**  
 Head of Marketing: Ronald Mochroff  
**Geographic Coverage:** W. Coast  
**Year Established:** 1958  
**Number of Employees:** 200

**SEEDCOM CORP.**  
 20721 Superior St.  
 Chesham, CA 91211  
 (916) 341-1890  
**Major Markets:** Dealer/Distributor:  
 Miscellaneous Computer Supplies  
**Products Offered:** Riscos, Disk Packs, Cassettes, Tapes, Print Wheels  
**Net Sales:** \$5 Million - \$25 Million (1980)  
**Contacts:**  
 Head of Marketing: Angelo Sincore  
 Head of Sales: John Marshall  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 85

**SIGNAL DATA PROCESSING, INC.**  
 5590 Cherry Ave.  
 Long Beach, CA 90805  
 (213) 531-4450  
**Major Markets:** Data Service (Service Bureau), Miscellaneous Computer Supplies  
**Products Offered:** Forms

## Suppliers

Geographic Coverage: Regional  
Year Established: 1971  
Number of Employees: 225

**BYTHER ELECTRONICS, INC.**  
2063 N. Lincoln Ave.  
Alhambra, CA 91801  
(213) 784-7138  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Photocopyers  
Fax Services  
Geographic Coverage: National  
Year Established: 1952  
Number of Employees: 7

**BWF COMPUTERS**  
GOSWAMISHTA OAS, INC.  
18305 Sandhill Circle  
Fountain Valley, CA 92706  
(714) 953-5000  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Magnetic Tape  
Packaging  
Geographic Coverage: International  
Year Established: 1979

**STANTON**  
1014 Buck Ave.  
N. Hollywood, CA 91605  
(213) 873-0900  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture,  
Cabinets  
Head of Marketing/Sales: Guy  
Tessier  
Geographic Coverage: International  
Year Established: 1962  
Number of Employees: 130

**STONIS RESOURCES CORP.**  
Stonis & Associates  
2022 N. Chesser Ave.  
Bakersfield, CA 93305  
(805) 390-5294  
Major Markets: Software House  
Dealer/Distributor: Miscellaneous  
Computer Supplies, Cooperatives,  
Agriculture, Industrial  
Target Applications: Manufacturing  
Products Offered: Forms, Ribbons,  
Disk Packs, Calculators, Tapes,  
Furniture, Flooring  
Geographic Coverage: Western  
United States  
Year Established: 1980  
Number of Employees: 9

**THE SUPPLY DEPOT, INC.**  
280 E. 5th St.  
Unit 4  
St. Valley, CA 92085  
(602) 583-0905  
Major Markets: Dealer/Distributor:  
Miscellaneous Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Calculators, Tapes,  
Furniture  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contact:  
Head of Marketing/Sales: Nick  
Trent  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 17

**SYSTEMS FURNITURE CO.**  
2727 McIntosh St.  
Toronto, CA 90509  
(213) 533-1218  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture,  
Filing Cabinets  
Contact:  
Head of Sales: Bill White  
Geographic Coverage: National  
Year Established: 1971  
Number of Employees: 200

**TOOL FURNITURE CORP.**  
Suite 14  
4835 McConnel Ave.  
Los Angeles, CA 90028  
(213) 851-1255  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Net Sales: \$500,000 - \$1 Million  
(1982)  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 10

**TRAC SYSTEMS, INC.**  
1928 Old Middlefield Way  
Mountain View, CA 94035  
(415) 964-3115  
Major Markets: Peripherals  
Manufacturing, Miscellaneous  
Computer Supplies, Small Industries,  
Educational  
Products Offered: Printer Sound  
Enclosures  
Contact:  
Head of Marketing: James Pelpe  
Head of Customer Service: Sandy  
Hodul  
Geographic Coverage: National  
Year Established: 1961  
Number of Employees: 15

**TRIMM INDUSTRIES**  
11539 Sherman Road  
N. Hollywood, CA 91605  
(800) 422-5225  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Contact:  
Head of Sales: Phil Draheim  
Geographic Coverage: International  
Year Established: 1959  
Number of Employees: 100

**ULTRA MAGNETICS**  
TECHNOLOGY, INC.  
7 Hanger Way  
Westerville, CA 90074  
(408) 728-7777  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Diskettes  
Contact:  
Head of Marketing: Steve Fekelich  
Head of Sales: Bill O'Brien  
Geographic Coverage: National  
Year Established: 1961  
Number of Employees: 170

**UPP, INC.**  
5110 Walnut Grove Ave.  
San Gabriel, CA 91779  
(213) 285-2123  
Major Markets: Miscellaneous

Computer Supplies, Electronics,  
Scientific  
Products Offered: Support  
Equipment  
Contact:  
Head of Marketing: Bill Brink  
Geographic Coverage: International  
Year Established: 1933  
Number of Employees: 100

**VAN SAN CORP.**  
18735 E. Johnson Dr.  
City of Industry, CA 91746  
(213) 881-7211  
Major Markets: Miscellaneous  
Computer Supplies, Computer  
Manufacturing, Systems Dealer  
Products Offered: Computer  
Enclosures, Acoustical Covers  
Net Sales: \$1 Million - \$5 Million  
(1980)  
Contact:  
Head of Marketing: Mark  
Verandingham  
Head of Sales: Steve Island  
Head of Engineering: Ron Dan  
Head of Customer Service: Martin  
Thorpe  
Geographic Coverage: International  
Year Established: 1964  
Number of Employees: 15

**VALMER SHAPESIDES CORP.**  
8707 Olive Lane  
Santa Ana, CA 92701  
(916) 448-3000  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms  
Net Sales: \$25 Million - \$100 Million  
(1982)  
Contact:  
Head of Marketing/Sales: Tom  
Gooden  
Geographic Coverage: National  
Year Established: 1949  
Number of Employees: 1,000

**VERMATE CORP.**  
303 South Hwy.  
Sunnyvale, CA 94088  
(408) 243-4400  
Major Markets: Peripherals  
Manufacturing, Miscellaneous  
Computer Supplies  
Products Offered: Diskettes, Tapes,  
Contact:  
Head of Marketing: Harry Fekelich  
Head of Sales: Scott Cochran  
Geographic Coverage: International  
Year Established: 1968  
Number of Employees: 1,800

**VINO MACHINERY**  
CORP.  
15124 S. Vermont Ave.  
P.O. Box 44848  
Los Angeles, CA 90044  
(213) 535-3570  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Geographic Coverage: International  
Year Established: 1950  
Number of Employees: 2,000

**VINO-FLEX CO.**  
7630 Sequoia Ave.  
Phoenix, CA 90080

(213) 940-5591  
Major Markets: Miscellaneous  
Computer Supplies, Microfilm  
Products Offered: Furniture, Photo  
Packaging, Photo Storage  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contact:  
Head of Sales: Michael Krawczyk  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 35

**WABSTEK**  
5845 Uplander Way  
Culver City, CA 90230  
(213) 410-1444  
Major Markets: Miscellaneous  
Computer Supplies, Computer  
Manufacturers  
Products Offered: Tape Drums  
Contact:  
Head of Marketing: Keith Uhl  
Head of Sales: Winney Lynn  
Head of Customer Service: Tim  
Shard  
Geographic Coverage: International  
Year Established: 1962  
Number of Employees: 35

**WESCAM INSTRUMENTS, INC.**  
3018 Scott Blvd.  
Santa Clara, CA 95050  
(408) 727-3519  
Major Markets: Peripherals  
Manufacturing, Miscellaneous  
Computer Supplies, Scientific  
Products Offered: Forms, Pens  
Contact:  
Head of Marketing: Tom Apple  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 20

**WESPERCORP**  
Wesperline  
14221 New York Road  
Tustin, CA 92680  
(714) 730-4250  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture,  
Cabinets  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Contact:  
Head of Marketing/Sales: Charles  
Dege  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 140

**WEST COAST BUSINESS**  
PRODUCTS, INC.  
Suite 207  
8020 Harvard Road  
Van Nuys, CA 91406  
(213) 988-5030  
Major Markets: Dealer/Distributor:  
Miscellaneous Computer Supplies,  
VHS, CP  
Products Offered: Ribbons,  
Diskettes, Magnetic Media, Print  
Wheels  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 10

## Suppliers

### WEST COAST COMPUTER EQUIPMENT, INC.

13201 Folsom Blvd.  
Rancho Cordova, CA 95670  
(916) 635-5240  
Major Markets: OEM (Computer  
Systems), OEM (Peripheral  
Terminals), Software House,  
Systems House (Commercial OEM),  
Dealer/Distributor, Miscellaneous  
Computer Supplies, Banking,  
Education, Retail  
Target Applications: Engineering,  
Accounting, Research  
Products Offered: Forms, Disk  
Packs, Databases, Tapes  
Net Sales: \$5 Million - \$25 Million  
(1981)  
Geographic Coverage: International  
Year Established: 1976  
Number of Employees: 30

### WESTERN COMPUTER SUPPLY CO.

820-H Las Matillas  
San Marcos, CA 92069  
(619) 744-8250  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Tapes  
Geographic Coverage: National  
Year Established: 1978

### WHEEZE CORP.

1965 Adams Ave.  
San Leandro, CA 94577  
(415) 558-4798  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Ribbons,  
Magnetic Media, Print Wheels  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contacts:  
Head of Sales: Jerry Popolardo  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 40

### XEROX MAGNETICS

150 Chenoix Ave.  
San Jose, CA 95121  
(408) 262-4138  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Disk Packs

### XORX CORP.

P.O. Box 419  
Sunnyvale, CA 94088  
(415) 985-7380  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Databases,  
Micrographics, Supplies  
Net Sales: More than \$100 Million  
(1981)  
Contacts:  
Head of Marketing: Glen Mecher  
Geographic Coverage: International  
Year Established: 1968  
Number of Employees: 80

### COMPUTER PRODUCTS A SYSTEMS, INC.

75 S. S. Federal Blvd.  
Denver, CO 80219  
(303) 952-3630  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Disk Packs,  
Databases, Tapes, Floppy Labels,  
A/C Systems  
Geographic Coverage: Europe,  
Canada  
Year Established: 1968  
Number of Employees: 6

### COLORADO

### APPARAT, INC.

4401 S. Tamarac Pkwy  
Denver, CO 80227  
(303) 741-1778  
Major Markets: Component and  
Peripheral Manufacturing, Software  
Houses, Dealer/Distributor,  
Maintenance/Other Services,  
Miscellaneous Computer Supplies,  
General Business, Application, Data  
Base  
Products Offered: Databases, Printer  
Standards  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contacts:  
Head of Marketing/Sales: Lois  
Ludwig  
Head of Software: Brian Lutz  
Head of Engineering: William  
Rouch  
Head of Customer Service:  
Rosenfeld Wilson  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 45

### ALPINE BUSINESS, INC.

1702 N. 35th St.  
Boulder, CO 80501  
(303) 444-4554  
Major Markets: Miscellaneous  
Computer Supplies, Wholesale, OEM  
Products Offered: Ribbons  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contacts:  
Head of Marketing/Sales: Peter C.  
Williams  
Head of Engineering: William  
Schiffmacher  
Head of Customer Service: Diana  
Gardner  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 80

### BROWN INC.

BAUMFACITORY, INC.  
1013 Garden of the Gods Road  
Colorado Springs, CO 80907  
(303) 585-1015  
Major Markets: Miscellaneous  
Computer Supplies, Disk Drive  
Manufacturing, OEM  
Products Offered: Diskettes  
Contacts:  
Head of Marketing/Sales: Bill  
Meharovich  
Head of Engineering: Bob  
Pivko  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 150

### COMPUTER PRODUCTS A SYSTEMS, INC.

75 S. S. Federal Blvd.  
Denver, CO 80219  
(303) 952-3630  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Disk Packs,  
Databases, Tapes, Floppy Labels,  
A/C Systems  
Geographic Coverage: Europe,  
Canada  
Year Established: 1968  
Number of Employees: 6

### DARISTA SHAPINGS, INC.

8655 W. Colfax  
Lawrenceville, GA 30045  
(404) 237-0408  
Major Markets: Data Services  
(Service Bureau), Miscellaneous  
Computer Supplies, Engineering  
Products Offered: Aerials, Carrels,  
Microfilm Supplies  
Net Sales: \$1 Million - \$5 Million  
(1981)

Contacts:  
Head of Sales: Dean A. Ward  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 50

### ENGINEERED DATA PRODUCTS

470 E. 7th  
Denver, CO 80202  
(303) 298-4678  
Major Markets: Office Equipment  
Manufacturing, Miscellaneous  
Computer Supplies, Media Storage  
Products Offered: Furniture, Media  
Storage, Equipment  
Contacts:  
Head of Marketing/Sales: C. Fulton  
Head of Engineering: W. Atkinson  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 50

### INFOTECH CORP.

7320 S. Alton Way  
Little E  
Englewood, CO 80112  
(303) 778-5571  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture,  
Terminal Stands  
Net Sales: \$500,000 - \$1 Million  
(1981)  
Contacts:  
Head of Marketing/Sales: Martin Mann  
Geographic Coverage: International  
Year Established: 1960  
Number of Employees: 10

### OFFICE PRODUCTS INTERNATIONAL

P.O. Box 26209  
Denver, CO 80228  
(303) 270-5241  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Ribbons, Print  
Wheels  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 35

### SABSONITE CORP.

Contract Furniture  
11200 E. 45th Ave.  
Denver, CO 80238  
(303) 373-4134  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture, CRT  
Stands, Terminal Stands  
Net Sales: \$5 Million - \$25 Million  
(1981)  
Contacts:  
Head of Marketing: Robert Kutsche  
Geographic Coverage: International  
Year Established: 1951

Number of Employees: 1000

### TOTAL BUSINESS SYSTEMS, INC.

3475 S. Broadway  
Englewood, CO 80110  
(303) 782-8430  
Major Markets: Software House,  
Systems House (Commercial OEM),  
Dealer/Distributor,  
Maintenance/Other Services,  
Miscellaneous Computer Supplies,  
Financial, Construction, File  
Management, WP  
Products Offered: Ribbons, Disk  
Packs, Databases  
Net Sales: \$500,000 - \$1 Million  
(1982)  
Contacts:  
Head of Marketing: Mark Mahan  
Head of Engineering: Anthony Raci  
Head of Customer Service: Lisa  
Raci  
Geographic Coverage: Denver  
Year Established: 1981  
Number of Employees: 15

### CONNECTICUT

### CHI-TEK, INC.

Denver Division  
1813 Oxford Ave.  
Hartford, CT 06114  
(203) 298-6888  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture,  
Microfilm  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contacts:  
Head of Marketing/Sales: R. W.  
D'Angelo  
Geographic Coverage: National  
Year Established: 1968  
Number of Employees: 40

### SHARPTON INFORMATION SYSTEMS, INC.

415 Howe Ave.  
Shelton, CT 06484  
(203) 736-6477  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Databases,  
Microfilm  
Contacts:  
Head of Marketing/Engineering:  
Vince Russo  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 12

### MULTIFORMS, INC.

480 Kings Highway East  
P.O. Box 871  
Fairfield, CT 06424  
(203) 258-8920  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Contacts:  
Head of Marketing/Sales: Lou Cervi



## Suppliers

**Head of Engineering:** Craig Eberington  
**Head of Customer Service:** Gary Spackin  
**Geographic Coverage:** Regional  
**Year Established:** 1954  
**Number of Employees:** 80

**TRANSCODE INDUSTRIES, INC.**  
 175 Ludlow St.  
 Stamford, CT 06902  
 (203) 327-7910  
**Major Markets:** Miscellaneous Computer Supplies, OEM, Dealer/Distributor  
**Products Offered:** Security Systems  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
**Head of Marketing:** Douglas W. Sherman  
**Head of Engineering:** Manfred Davis  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 95

### FLORIDA

**ATLANTIC DATA FURNITURE PRODUCTS, INC.**  
 4027 W. Alve Ave.  
 Tampa, FL 33614  
 (813) 879-3504  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Furniture, Tape Library  
**Contacts:**  
**Head of Marketing:** John Kellogg  
**Head of Sales:** Steve Lipson  
**Geographic Coverage:** National  
**Year Established:** 1978

**BETTER BUSINESS FORMS, INC.**  
 6501 80th Ave. N.  
 P.O. Box 250  
 Piquette Park, FL 33565  
 (615) 223-2348  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms, Notebooks, Data Packs, Calculators, Tapes  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
**Head of Marketing:** Greg Appleberger  
**Geographic Coverage:** Regional  
**Year Established:** 1960  
**Number of Employees:** 280

**BUSINESS INFORMATION & SUPPLY**  
 3545 Fowler St.  
 Ft. Meyers, FL 33901  
 (813) 639-4524  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms, Notebooks, Data Packs, Calculators, Tapes, Furniture  
**Net Sales:** \$500,000 - \$1 Million (1982)

**Contacts:**  
**Head of Marketing:** Clifford Warden  
**Geographic Coverage:** Florida  
**Year Established:** 1962  
**Number of Employees:** 14

**COMPUTER SUPPLY CORP.**  
 1365 N.W. 159 St.  
 Miami, FL 33198  
 (305) 600-6400  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms, Notebooks, Calculators, Furniture, Media Products  
**Net Sales:** \$1 Million - \$5 Million (1982)

**Contacts:**  
**Head of Sales:** Tom Crawford  
**Geographic Coverage:** Florida  
**Year Established:** 1975  
**Number of Employees:** 15

**DEERS SERVICE GROUP**  
 Suite 300  
 35 E. Merrill Island Causeway  
 First National Bank Building  
 Merrill Island, FL 33552  
 (205) 493-5000  
**Major Markets:** Systems House (Commercial OEM), Data Service (Service Bureau), Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; Small Business  
**Products Offered:** Forms, Notebooks, Calculators  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 5

**NATIONAL DATA PRODUCTS, INC.**  
 Suite 300  
 Tampa, FL 33614  
 (813) 355-8857  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies; Banks; Education; General Business  
**Products Offered:** Forms, Notebooks, Data Packs, Calculators, Tapes, Furniture, Flooring  
**Contacts:**  
**Head of Marketing:** Howard Sellers  
**Geographic Coverage:** National  
**Year Established:** 1972

**ROYAL DATA, INC.**  
 2159 Archer St.  
 P.O. Box 2745  
 Tallahassee, FL 32309  
 (904) 287-1980  
**Major Markets:** Computer Manufacturer; OEM (Computer Systems); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; Manufacturing; Small Business  
**Products Offered:** Forms, Notebooks, Data Packs, Calculators, Tapes, Furniture  
**Net Sales:** \$1 Million - \$5 Million (1981)

**Contacts:**  
**Head of Marketing:** Gene Kelly  
**Head of Software:** Chuck Brossier  
**Head of Customer Service:** Perry Fitch  
**Geographic Coverage:** International  
**Year Established:** 1979

### Number of Employees: 28

**VALERO BUSINESS FORMS**  
 37 H. Boyd  
 Winter Garden, FL 32787  
 (352) 658-2331  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Contacts:**  
**Head of Marketing:** Bart Velde  
**Head of Sales:** George Behrman  
**Geographic Coverage:** National  
**Year Established:** 1971  
**Number of Employees:** 30

### GEORGIA

**COMPUTER PERIPHERAL SYSTEMS, INC.**  
 P.O. Box 95262  
 Atlanta, GA 30309  
 (404) 252-6265  
**Major Markets:** Communications Equipment; Manufacturing Systems House (Commercial OEM); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; Burroughs; Data Communications; Networks  
**Contacts:**  
**Head of Marketing:** Richard Potos  
**Number of Employees:** 8

**CURTIS 1988, INC.**  
 1000 Curtis Dr.  
 Smyrna, GA 30080  
 (404) 456-4156  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms, Notebooks, Data Packs, Calculators, Tapes, Letterheads, Envelope Printing  
**Net Sales:** More than \$100 Million (1981)  
**Contacts:**  
**Head of Marketing:** R. A. Woodcock  
**Head of Sales:** C. J. Holman  
**Geographic Coverage:** National  
**Year Established:** 1952  
**Number of Employees:** 2,000

**LAUREL AMERICA, INC.**  
 5430 Ponce De Leon Ave.  
 P.O. Box 1240  
 Stone Mountain, GA 30083  
 (404) 834-8040  
**Major Markets:** Miscellaneous Computer Supplies; Printing Labels  
**Products Offered:** Computer Labels  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Geographic Coverage:** National  
**Year Established:** 1980  
**Number of Employees:** 30

**MODERN PLAS, INC.**  
 217 E. Trinity Place  
 P.O. Box 1727  
 Decatur, GA 30030  
 (404) 375-6710  
**Major Markets:** Communications Equipment; Manufacturing; OEM; Computer Systems; OEM

**Peripherals-Terminals Systems House (Commercial OEM); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies**  
**Net Sales:** \$1 Million - \$5 Million (1982)

**Contacts:**  
**Head of Engineering:** Tom Young  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 20

**UNITED ENGINEERS CO., INC.**  
 980 Johnson Ferry Road  
 Atlanta, GA 30342  
 (404) 258-4871  
**Major Markets:** Miscellaneous Computer Supplies; Manufacturer's Representatives; Government; Airlines; Schools  
**Products Offered:** Support Equipment for Computer Room  
**Contacts:**  
**Head of Marketing:** E. Wilson Venter  
**Geographic Coverage:** Regional  
**Year Established:** 1964  
**Number of Employees:** 8

**MODERN BUSINESS FORMS, INC.**  
 P.O. Box 101  
 101 Industrial Blvd.  
 La Grange, GA 30240  
 (404) 882-2977  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Contacts:**  
**Head of Marketing:** Jerry Phillips  
**Geographic Coverage:** National  
**Year Established:** 1954  
**Number of Employees:** 180

### IDAHO

**BOVE GARGANO CORP.**  
 1 Jefferson Square  
 Boise, ID 83726  
 (208) 364-4181  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms, Furniture, Paper, Penmanship  
**Net Sales:** More than \$100 Million (1982)  
**Contacts:**  
**Head of Marketing:** Jon H. Miller  
**Geographic Coverage:** International  
**Year Established:** 20  
**Number of Employees:** 28,300

**QUANTITATIVE DATA, INC.**  
 Suite 201  
 718 N. Skyline  
 Idaho Falls, ID 83402  
 (208) 528-6050  
**Major Markets:** Software House; Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Net Sales:** \$500,000 - \$1 Million (1982)

**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 3

## Suppliers

### ILLINOIS

#### ACCO INTERNATIONAL, INC.

U.S. Division  
770 S. Acad Plaza  
Wheeling, IL 60090  
(312) 541-8202  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture,  
Recreation Furniture For Magnetic  
Media  
Net Sales: More than \$100 Million  
(1982)  
Contacts:  
Head of Marketing: R. D. Sharn  
Geographic Coverage: International  
Year Established: 1957  
Number of Employees: 1,000

#### ADD, INC.

1980 E. Devon  
Elk Grove Village, IL 60007  
(312) 981-6212  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Antispyric  
Products  
Net Sales: \$11 Million - \$5 Million  
(1982)  
Contacts:  
Head of Marketing: Stephen A.  
Hartman  
Geographic Coverage: National  
Year Established: 1923  
Number of Employees: 10

#### ADVANCE ACCESS GROUP,

INC.  
Suite 215  
2000 S. Main St.  
Lombard, IL 60148  
(312) 629-5800  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Storage Units,  
Antispyric Material  
Contacts:  
Head of Customer Service: Bette  
Baumback  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 12

#### ADVANCE BERRY CO.

210 S. Olson St.  
Chicago, IL 60608  
(312) 372-4338  
Major Markets: Miscellaneous  
Computer Supplies, OEM Market  
Dealer/Distributor  
Net Sales: \$500,000 - \$1 Million  
(1981)  
Contacts:  
Head of Sales: Glenn Hickox  
Geographic Coverage: National  
Year Established: 1920  
Number of Employees: 25

#### AMBASSADOR OFFICE

EQUIPMENT, INC.  
1280 Touhy Ave.  
Elk Grove Village, IL 60007  
(312) 228-4722  
Major Markets: Dealer/Distributor  
Miscellaneous Computer Supplies  
Products Offered: Forms, Notebooks,

Disk Pucks, Diskettes, Tapes,  
Furniture, Flooring  
Geographic Coverage: Chicago  
Year Established: 1974  
Number of Employees: 100

#### ASCO ENGINEERING CO.

3801 N. Rose St.  
Schiller Park, IL 60176  
(312) 671-4870  
Major Markets: Maintenance/Other  
Services, Miscellaneous Computer  
Supplies  
Products Offered: Furniture,  
Entertainment  
Contacts:  
Head of Marketing: Robert Komark  
Head of Sales: Floyd Johnson  
Geographic Coverage: National  
Year Established: 1943  
Number of Employees: 230

#### ASIDEK

2201 Lively Blvd.  
Elk Grove Village, IL 60007  
(312) 364-1180  
Major Markets: Peripheral  
Manufacturing, Miscellaneous  
Computer Supplies  
Products Offered: Diskettes  
Contacts:  
Head of Sales: Marc Solley  
Geographic Coverage: National  
Year Established: 1972  
Number of Employees: 45

#### AUSIMAN INTELLIGENT

MAGAZINES  
175 Haskins Road  
P.O. Box 48  
Lincolnshire, IL 60069  
(312) 634-0278  
Major Markets: OEM (Computer  
Systems), Software House, Systems  
House (Commercial OEM), Data  
Services (Service Bureau),  
Dues/Client-User  
Maintenance/Other Services  
Miscellaneous Computer Supplies  
Business Systems, Accounting  
Systems  
Products Offered: Disk Pucks,  
Diskettes, Tapes  
Contacts:  
Head of Marketing: Susan Tharp  
Head of Software: S. Smith  
Geographic Coverage: International  
Year Established: 1975

#### AVERT INTERNATIONAL CO.

Alpern Co.  
438 S. Clinton St.  
Chicago, IL 60607  
(312) 427-7414  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms, Indexes,  
Guides  
Net Sales: \$25 Million - \$100 Million  
(1982)  
Contacts:  
Head of Marketing: Philip Corso  
Geographic Coverage: International  
Year Established: 1906  
Number of Employees: 800

#### BENTON MANUFACTURING

3815 Spring Ave.  
Schiller Park, IL 60176  
(312) 678-2545  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: David Patrick  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

#### BENTON MANUFACTURING

3815 Spring Ave.  
Schiller Park, IL 60176  
(312) 678-2545  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: David Patrick  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

#### BENTON MANUFACTURING

3815 Spring Ave.  
Schiller Park, IL 60176  
(312) 678-2545  
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Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: David Patrick  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

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Schiller Park, IL 60176  
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Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: David Patrick  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

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Products Offered: Furniture  
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Number of Employees: 150

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Schiller Park, IL 60176  
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Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: David Patrick  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

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Schiller Park, IL 60176  
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Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: David Patrick  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

#### BENTON MANUFACTURING

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Schiller Park, IL 60176  
(312) 678-2545  
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Computer Supplies  
Products Offered: Furniture  
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(1981)  
Contacts:  
Head of Sales: David Patrick  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

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Schiller Park, IL 60176  
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Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: David Patrick  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

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Schiller Park, IL 60176  
(312) 678-2545  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: David Patrick  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

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Schiller Park, IL 60176  
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Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: David Patrick  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

#### BENTON MANUFACTURING

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Schiller Park, IL 60176  
(312) 678-2545  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: David Patrick  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

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Computer Supplies  
Products Offered: Furniture  
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(1981)  
Contacts:  
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Year Established: 1948  
Number of Employees: 150

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Contacts:  
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Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

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Computer Supplies  
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(1981)  
Contacts:  
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Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

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Schiller Park, IL 60176  
(312) 678-2545  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: David Patrick  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

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Schiller Park, IL 60176  
(312) 678-2545  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: David Patrick  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

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Schiller Park, IL 60176  
(312) 678-2545  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: David Patrick  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

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Schiller Park, IL 60176  
(312) 678-2545  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: David Patrick  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

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3815 Spring Ave.  
Schiller Park, IL 60176  
(312) 678-2545  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: David Patrick  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

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3815 Spring Ave.  
Schiller Park, IL 60176  
(312) 678-2545  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: David Patrick  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 150

## Suppliers

Head of Sales: Art Sundy  
Head of Customer Service: Iva  
Geographic Coverage: International  
Year Established: 1938  
Number of Employees: 78,000

**MULTIMEDIA**  
1800 W. Central Road  
Mt. Prospect, IL 60058  
Major Markets: OEM (Computer  
Systems), Dealer/Distributor; Dealer;  
Miscellaneous Computer Supplies;  
Engineering, Manufacturing, ODM;  
Graphics, CAD  
Products Offered: Forms, Ribbons,  
Disk Packs, Disettes, Tapes,  
Cartridges

Head of Marketing: Don Vlastin  
Head of Sales: Jack Burghman  
Head of Engineering: Robert Hestler  
Year Established: 1924  
Number of Employees: 18,000

**NATIONAL NOE CORP.**  
297 Carlton  
Cedar Street, IL 60188  
(312) 682-0001  
Major Markets: Miscellaneous  
Computer Supplies; WP; CP  
Products Offered: Ribbons, Disk  
Packs, Disettes, Tapes, Furniture;  
Paper; Print Kits  
Geographic Coverage: International  
Year Established: 1962  
Number of Employees: 75

**OFFICE ELECTRONICS, INC.**  
122 W. 32nd St.  
Oak Brook, IL 60521  
(312) 665-6400  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms; Tab  
Cards  
Head of Sales: William Hecaman  
Geographic Coverage: Regional  
Year Established: 1958  
Number of Employees: 300

**OFFICE SUPPLIES, INC.**  
344 N. Waukegan  
Chicago, IL 60610  
(312) 467-6200  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture, Mail  
Filers  
Net Sales: \$5 Million - \$25 Million  
(1981)  
Geographic Coverage: National  
Year Established: 1957  
Number of Employees: 250

**PERMUT PLASTIC PRINTING  
CORP.**  
138 Official Road  
P.O. Box 124  
Addison, IL 60101  
(312) 543-7800  
Major Markets: Miscellaneous  
Computer Supplies; Duplicating  
Products Offered: Magnetic Strip  
Cards  
Head of Marketing: R. J. Horan  
Geographic Coverage: National

Year Established: 1964  
Number of Employees: 100  
**PEYER CORP.**  
Computer Supplies  
400 N. Michigan Ave.  
Chicago, IL 60611  
(312) 614-5850  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Disettes, Tapes,  
Furniture  
Head of Marketing: George Porter  
Geographic Coverage: Regional  
Year Established: 1959  
Number of Employees: 300

**QUILL CORP.**  
100 S. Schaefer Road  
Mundelein, IL 60066  
(312) 634-4830  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Disettes, Tapes  
Cartridges  
Head of Marketing: Don Hoff  
Geographic Coverage: National  
Year Established: 1956  
Number of Employees: 300

**REMYTE COMPUTERS  
SUPPLIES**  
3415 Hickory Trail  
Downers Grove, IL 60515  
(312) 954-7800  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Disettes, Tapes,  
Furniture, Binders, Static Mats  
Net Sales: \$100,000 - \$500,000  
(1982)  
Geographic Coverage: National  
Year Established: 1969  
Number of Employees: 3

**SHENKINS BONDUP CO.**  
Suite 800  
6 N. Michigan Ave.  
Chicago, IL 60602  
(312) 340-7000  
Major Markets: Peripheral  
Manufacturing; Systems House  
(Commercial OEM);  
Dealer/Distributor; Miscellaneous  
Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Disettes, Printables  
Cartridges  
Head of Marketing: Ralph Bickering  
Geographic Coverage: National  
Year Established: 1979  
Number of Employees: 20

**STAR FORMS, INC.**  
4414 River Dr.  
Moline, IL 61265  
(309) 797-1380  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms  
Net Sales: \$25 Million - \$100 Million  
(1981)  
Head of Marketing: Jeff Gillen  
Head of Sales: Carl Summers

Geographic Coverage: National  
Year Established: 1958  
Number of Employees: 150

**TAPE RESEARCH, INC.**  
150 Chicago St.  
Cary, IL 60013  
(312) 639-0545  
Major Markets: Peripheral  
Manufacturing; Miscellaneous  
Computer Supplies  
Products Offered: Tapes, Floppy  
Disk Media  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Contact:  
Head of Marketing: Dennis Orbach  
Geographic Coverage: International  
Year Established: 1972  
Number of Employees: 55

**TRE, INC. (TAPE RESEARCH,  
INC.)**  
150 Chicago St.  
Cary, IL 60013  
(312) 639-0545  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Ribbons,  
Disettes, Tapes  
Contact:  
Head of Sales/Marketing: Dennis  
Orbach  
Geographic Coverage: International  
Year Established: 1972  
Number of Employees: 50

**UNION, INC.**  
W. County Line Road  
Barrington, IL 60010  
(312) 381-7000  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Disettes, Tapes,  
Furniture, Paper Handling Device,  
Automatic Index  
Contact:  
Head of Marketing: L. S. Richards  
Head of Sales: R. H. Moore  
Geographic Coverage: National  
Year Established: 1964  
Number of Employees: 4,500

**UNION, INC.**  
Unico Computer Supplies  
124 N. North St.  
P.O. Box 540  
DeKalb, IL 60115  
(800) 435-2713  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Disettes, Tapes,  
Furniture  
Contact:  
Head of Marketing: Lois S. Richards  
Head of Sales: Richard C. Moore  
Geographic Coverage: National  
Year Established: 1980

**UNION DATA TECH, INC.**  
2 Cincinnati Towers  
1701 Golf Road  
Rolling Meadows, IL 60008  
(312) 580-4363  
Major Markets: Peripheral  
Manufacturing; Miscellaneous  
Computer Supplies

Products Offered: Disettes,  
Storage Tapes  
Contact:  
Head of Marketing: Joseph Gentry  
Geographic Coverage: International  
Year Established: 1960  
Number of Employees: 30

**WALLACE COMPUTER  
SERVICES, INC.**  
4600 W. Roosevelt Road  
Hoffman, IL 60142  
(312) 449-8900  
Major Markets: Dealer/Distributor; Dealer;  
Miscellaneous Computer Supplies  
Products Offered: Forms, Ribbons,  
Tapes, Furniture, Labels  
Contact:  
Head of Marketing/Sales: J. Schwan  
Geographic Coverage: National  
Year Established: 1958  
Number of Employees: 2,500

**WILSON JONES CO.**  
6155 W. Touhy Ave.  
Chicago, IL 60648  
(312) 774-7750  
Major Markets: Systems House  
Commercial OEM; Miscellaneous  
Computer Supplies, Accounting  
Products Offered: Forms, Furniture;  
Office Supplies, Binders  
Contact:  
Head of Marketing/Sales: James A.  
Yates  
Year Established: 1987

### INDIANA

**CORNELIUS BUSINESS  
FORMS & SYSTEMS**  
Suite 315  
3425 Emerson Way N.  
Indianapolis, IN 46226  
(317) 545-4040  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Disettes, Tapes,  
Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contact:  
Head of Marketing/Sales: David  
Cornelius  
Geographic Coverage: Indiana  
Year Established: 1960  
Number of Employees: 12

**BOESCHE CORP.**  
3400 Sterling Ave.  
P.O. Box 1289  
Elkhart, IN 46015  
(219) 293-0821  
Major Markets: Miscellaneous  
Computer Supplies, Business  
Products Offered: Furniture  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Contact:  
Head of Marketing: Gary H. Beale  
Head of Engineering: Roy W. Pen  
Geographic Coverage: National  
Year Established: 1926  
Number of Employees: 200

## Suppliers

**SARGENT INDUSTRIES, INC.**  
300 Bond St.  
Hobart, N. 49902  
(219) 363-7181  
Major Markets: Component Manufacturing, Maintenance/Other Services, Miscellaneous Computer Supplies, Data Processing, Economics, Telecommunications  
Products Offered: Custom Cabinets  
Contact:  
Head of Marketing: Greg Myers  
Geographic Coverage: National  
Year Established: 1975

**WILLAMETTE INDUSTRIES, INC.**  
Business Forms  
5481 Squam Court  
Portland, OR 97208  
(503) 287-3038  
Major Markets: Miscellaneous Computer Supplies  
Products Offered: Forms  
Net Sales: More Than \$100 Million  
(1981)  
Geographic Coverage: International

### ARIZONA

**FITE COPYSYSTEMS, INC.**  
2955 Bell Ave.  
P.O. Box 4647  
Des Moines, IA 50321  
(515) 283-3800  
Major Markets: Miscellaneous Computer Supplies  
Target Industries: Distributors; OEM  
Products Offered: Print Ribbons  
Geographic Coverage: International  
Year Established: 1971

**MO-AMERICA SUPPLY CO., INC.**  
Suite B  
1548 N.W. 8th St.  
Des Moines, IA 50311  
(515) 285-3688  
Major Markets: Dealers; Distributors; Miscellaneous Computer Supplies  
Products Offered: Forms; Disk Patches, Tapes, Furniture, Piping  
Net Sales: \$500,000 - \$1 Million  
(1982)  
Geographic Coverage: National  
Year Established: 1971

**ROSS KISS VOYLES, INC.**  
2210 Second Ave.  
Muncie, IN 47303  
(317) 283-8144  
Major Markets: Miscellaneous Computer Supplies  
Products Offered: Furniture, Piping  
Rice, Brands, Brackets  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Contact:  
Head of Marketing: Lee Nelson  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 125

### KANSAS

**GRANER, INC.**  
825 Adams St.  
Kansas City, KS 66105  
(913) 821-6700  
Major Markets: Miscellaneous Computer Supplies  
Products Offered: Furniture  
Contact:  
Head of Marketing/Sales: Thomas R. Hyland  
Geographic Coverage: International  
Year Established: 1968

**THE BODD WORKS**  
119 & Walnut  
P.O. Box 407  
Lawrence, KS 66044  
(913) 843-7797  
Major Markets: Miscellaneous Computer Supplies, Micro Users  
Products Offered: Furniture  
Contact:  
Head of Marketing: Don Coaster  
Geographic Coverage: National  
Year Established: 1980

### KENTUCKY

**EARLES COMPUTER FORMS**  
820 Lora Allen Road  
P.O. Box 11493  
Lexington, KY 40504  
(606) 277-4111  
Major Markets: Miscellaneous Computer Supplies  
Products Offered: Forms  
Contact:  
Head of Marketing: R. C. Fuller  
Geographic Coverage: U.S. and Canada

### MARYLAND

**AIRFLOW CO.**  
19020 Laytonville Road  
Crownsville, MD 20879  
(301) 944-5000  
Major Markets: Miscellaneous Computer Supplies  
Products Offered: Computer Room Air Conditioning  
Contact:  
Head of Marketing: Owen Thomas  
Head of Sales: Harry Courtois  
Geographic Coverage: International  
Year Established: 1966  
Number of Employees: 715

**ATLANTIC GAMBIT CORP.**  
Interstate Park  
P.O. Box 100  
Millersville, MD 21765  
(301) 223-8800  
Major Markets: Miscellaneous Computer Supplies  
Products Offered: Furniture

Net Sales: \$1 Million - \$5 Million  
Geographic Coverage: National  
Year Established: 1984  
Number of Employees: 30

**CHAFFET, INC.**  
1066 First St.  
Rockville, MD 20850  
(301) 340-3300  
Major Markets: Dealer/Distributor; Maintenance/Other Services  
Miscellaneous Computer Supplies; R&D  
Products Offered: Ribbons; Disk Patches, Disks, Tapes; Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contact:

Head of Marketing: Arlen Chaffet  
Head of Engineering: Barry Can  
Geographic Coverage: Maryland, Virginia and Washington, D.C.  
Year Established: 1971  
Number of Employees: 30

**CHAMBERLAIN DATA PRODUCTS, INC.**  
28-C Industrial Park Dr.  
St. Charles, MO 20601  
(301) 843-8980  
Major Markets: Dealer/Distributor; Maintenance/Other Services  
Miscellaneous Computer Supplies, Federal Government, Commercial  
Atorneys; General Business  
Products Offered: Ribbons, Disk Patches, Disks, Tapes, Test Equipment  
Geographic Coverage: Washington D.C. Area  
Year Established: 1981  
Number of Employees: 4

**GENERAL KINETICS, INC.**  
Media Division  
12300 Parkway Dr.  
Rockville, MD 20852  
(301) 881-0544  
Major Markets: Maintenance/Other Services, Miscellaneous Computer Supplies  
Products Offered: Enclosures  
Geographic Coverage: National  
Year Established: 1967  
Number of Employees: 100

**BRILL, INC.**  
10738 Tucker St.  
Baltimore, MD 20706  
(301) 637-3800  
Major Markets: Component, Computer, Peripheral, Communications Equipment and Office Equipment Manufacturing  
OEM (Computer Systems); OEM (Peripherals-Terminals); Software House; Systems House (Commander OEM); Dealer/Distributor; Maintenance/Other Services, Miscellaneous Computer Supplies, Training (Seminar, Government, Hospital, Military); Communications; Remote Sensing; LANS  
Contact:  
Head of Marketing: Barbara Duffy  
Head of Sales: Rod Marchant  
Head of Engineering: Dale Barnick  
Geographic Coverage: International

Year Established: 1970  
Number of Employees: 300

**KLEIN BYRNE, INC.**  
8187 Red Branch Road  
Columbia, MD 21045  
(301) 867-6868  
Major Markets: Miscellaneous Computer Supplies  
Products Offered: Ribbons  
Contact:  
Head of Sales/Customer Service: Byrle Moore  
Head of Engineering: Leonard Strang  
Geographic Coverage: International  
Year Established: 1965  
Number of Employees: 35

**MA-DOM**  
Athena Data, Inc.  
6911 Executive Blvd.  
Rockville, MD 20852  
(301) 770-1150  
Major Markets: OEM (Peripherals-Terminals); Software House; Systems House (Commercial OEM); Dealer/Distributor; Maintenance/Other Services, Miscellaneous Computer Supplies  
Products Offered: Forms, Ribbons, Disk Patches, Disks, Tapes  
Contact:  
Head of Marketing: Edward Sharp  
Geographic Coverage: National  
Year Established: 1970  
Number of Employees: 400

**SPURMAN INDUSTRIES, INC.**  
Magnetec Media Products  
4615 Sandy Spring Road  
Baltimore, MD 20866  
(301) 384-1200  
Major Markets: Dealer/Distributor; Miscellaneous Computer Supplies; Government, Manufacturing, Legal  
Target Applications: Associations  
Products Offered: Forms, Ribbons, Disk Patches, Disks, Tapes, Tapes, Developers, Print Wheels  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contact:  
Head of Marketing/Sales: Gabriel Najar  
Head of Customer Service: Leigh Tran  
Geographic Coverage: National  
Year Established: 1978  
Number of Employees: 8

**YATE ANONOTEC/TECHNICAL PRODUCTS**  
7510 Kentwood Road  
Jenks, MD 20794  
(301) 798-4500  
Major Markets: Miscellaneous Computer Supplies, Acrylic Floor Manufacturing  
Products Offered: Piping  
Net Sales: \$25 Million - \$100 Million  
(1971)  
Contact:  
Head of Marketing: Del Birch  
Head of Sales: Phil Mott  
Head of Software: Al Kesting  
Head of Engineering: Ronald Anderson  
Head of Customer Service: T. Kadd

## Suppliers

**Geographic Coverage:** International  
Year Established: 1985  
Number of Employees: 400

### TESSCO, INC.

Bud Information Systems  
151 Lakeside Dr.  
Coveysville, MD 21030  
(301) 626-5300  
Major Markets: Miscellaneous  
Computer Supplies, Dealers  
Products Offered: Disks  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contacts:  
Head of Marketing: Jack Armstrong  
Geographic Coverage: National  
Year Established: 1952  
Number of Employees: 20

## MASSACHUSETTS

### AT&T CASES

32 Worthington Ave.  
Melis, MA 01790  
(617) 655-8724  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Computer Cases  
Geographic Coverage: National  
Year Established: 1975  
Number of Employees: 12

### ASSET, INC.

P.O. Box A  
Concord, MA 01742  
(617) 288-0880  
Major Markets: Miscellaneous  
Computer Supplies, Education,  
Hospital, General Industry  
Products Offered: Photo ID  
Equipment  
Contacts:  
Head of Sales: Michael Hanson  
Geographic Coverage: National  
Year Established: 1963  
Number of Employees: 14

### BAF SYSTEMS CORP.

Croft St.  
Bedford, MA 01730  
(617) 271-4000  
Major Markets: Peripheral  
Manufacturing, Miscellaneous  
Computer Supplies  
Products Offered: Disk Packs;  
Disks; Tapes  
Net Sales: Less than \$100,000  
(1981)  
Contacts:  
Head of Marketing/Sales: John J.  
Heaton  
Geographic Coverage: National  
Year Established: 1961  
Number of Employees: 1,100

### BUSINESS PRODUCTS

UNLINTERS  
125 Adams St.  
Dorchester, MA 01914  
(617) 286-0000  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Disks, Tapes.

Furniture, Magnetic Charting System  
Geographic Coverage: Greater  
Boston  
Year Established: 1960  
Number of Employees: 40

### CHANDLER'S SHIELDS

TECHNOLGY  
77 Drough Court  
Woburn, MA 01808  
(617) 835-4880  
Major Markets: Data Services  
(Service Bureau); Miscellaneous  
Computer Supplies, Military;  
Computer Manufacturers  
Products Offered: Static Control  
Net Sales: \$20 Million - \$30 Million  
(1981)  
Contacts:  
Head of Marketing/Sales: Jerry Carr  
Head of Engineering: Pete Bader  
Head of Customer Service: Roger  
Grimm  
Geographic Coverage: International  
Year Established: 1961  
Number of Employees: 475

### COMPUTER DESIGN &

APPLICATIONS, INC.  
411 Naverly Data Road  
Waltham, MA 02154  
(617) 647-1900  
Major Markets: Terminal and  
Communications Equipment  
Manufacturing, Software House,  
Maintenance/Other Services,  
Miscellaneous Computer Supplies,  
Hospital, Nuclear/Radiology  
Contacts:  
Head of Marketing: Thomas Watson

### COMPUTERLINE CORP.

Media Equipment Sales  
42 Ray Ave.  
Burlington, MA 01803  
(617) 272-7400  
Major Markets: Miscellaneous  
Computer Supplies, IBM Installation  
Products Offered: Disk/Cart  
Inspection, Tape Discounter  
Contacts:  
Head of Marketing: Roger Gates  
Head of Sales: R. Donald Blackburn  
Head of Engineering: David Goldman  
Geographic Coverage: International  
Year Established: 1968  
Number of Employees: 130

### DATA FORMS CO., INC.

200 Main St.  
Boston, MA 02134  
(617) 735-3330  
Major Markets: Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies,  
Small Business, Medical Business,  
Education, Financial, Education  
Products Offered: Forms, Ribbons,  
Disk Packs, Disks, Magnetic  
Tapes  
Contacts:  
Head of Sales: Ken O'Neil  
Geographic Coverage: Regional  
Year Established: 1968  
Number of Employees: 105

### DATA PROBLEMS CORP.

Computer Sales  
200 Broadway

Cambridge, MA 02139  
(617) 868-8200  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Disk Packs;  
Storage  
Net Sales: \$30 Million - \$50 Million  
(1982)  
Contacts:  
Head of Marketing: Jacka Bridge  
Head of Sales: Gene Hill  
Geographic Coverage: International  
Year Established: 1946  
Number of Employees: 400

### DESBOROUGH COMPUTER

SUPPLIES  
Dorridge Kyle  
132 Calvary St.  
P.O. Box 672  
Watson, MA 02254  
(617) 869-0212  
Major Markets: Peripheral  
Manufacturing, Miscellaneous  
Computer Supplies, Distribution;  
Manufacturing  
Contacts:  
Head of Engineering: Alfred J. Black  
Geographic Coverage: International  
Year Established: 1960  
Number of Employees: 118

### DESBOROUGH MANUFACTURING

CO.  
300 Howard St.  
Farmington, MA 01701  
(617) 879-0511  
Major Markets: Peripheral  
Manufacturing; OEM (Computer  
Systems); OEM (Peripherals  
Terminals); Miscellaneous Computer  
Supplies, Industrial Commercial  
Products Offered: Disks, Tapes,  
Labels  
Net Sales: More than \$100 Million  
(1982)  
Contacts:  
Head of Marketing: Paul R. Kraus  
Head of Sales: Carl Cornejo  
Head of Engineering: Henry R. Lewis  
Geographic Coverage: International  
Year Established: 1947  
Number of Employees: 1,300

### DESBOROUGH NATIONAL

1 Water St.  
P.O. Box 791  
Holyoke, MA 01041  
(413) 538-9811  
Major Markets: Component;  
Computer and Office Equipment  
Manufacturing; Miscellaneous  
Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Disks, Tapes  
Net Sales: More than \$100 Million  
(1982)  
Contacts:  
Head of Marketing: Richard  
McCarthy  
Geographic Coverage: National  
Year Established: 1944  
Number of Employees: 2,000

### DPS COMPUTER FORMS

P.O. Box 643  
Tombard, MA 01469  
(617) 448-6167

Major Markets: Miscellaneous  
Computer Supplies, Small Business,  
Software Houses  
Products Offered: Forms,  
Contacts:  
Head of Marketing/Sales: Don  
Gorton  
Head of Software: Ron Richard  
Head of Customer Service: Terry  
Parrot  
Geographic Coverage: National  
Year Established: 1961  
Number of Employees: 35

### FERRAL, INC.

400 Main St.  
Andover, MA 01721  
(617) 941-3000  
Major Markets: Miscellaneous  
Computer Supplies  
Contacts:  
Head of Marketing: T. Carl Jond  
Geographic Coverage: International  
Year Established: 1935  
Number of Employees: 1,000

### GEORGE A. BLAND CO.

Rt. 71  
P.O. Box 149  
Great Barrington, MA 01230  
(603) 238-4023  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Disks, Tapes,  
Furniture, Flooring, Free Labels  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 15

### GOSSEL, INC.

Programmer Control Division  
P.O. Box 3063  
Andover, MA 01810  
(617) 475-4700  
Major Markets: Peripheral  
Manufacturing, Communications  
Equipment Manufacturing,  
Miscellaneous Computer Supplies,  
Programs/Controls,  
Manufacturing, Factory Automation,  
Process Control  
Net Sales: More than \$100 Million  
(1982)  
Contacts:  
Head of Marketing: Steven Mader  
Head of Sales: George Dienerer  
Head of Engineering: John J. Joslyn  
Head of Customer Service: Richard  
Gaines  
Geographic Coverage: International  
Year Established: 1959  
Number of Employees: 1,000

### IDENTIFICATION SYSTEMS

4 High St.  
Acorn, MA 01720  
(617) 263-2111  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Magnetic Strip  
Cards, Photo ID  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contacts:  
Head of Marketing: Mario Stefan  
Geographic Coverage: International  
Year Established: 1972  
Number of Employees: 25

## Suppliers

### INTERNATIONAL DISPLAY EQUIPMENT CORP.

1 Monrovia Road  
Natick, MA 01760  
(617) 237-7010  
Major Markets: Miscellaneous  
Computer Supplies; Manufacturing  
Products Offered: Partitions,  
Display Units  
Net Sales: \$100,000 - \$500,000  
(1981)  
Contacts:  
Head of Marketing/Sales: Robert  
Kasey  
Head of Customer Service: Martin  
Rabinovich  
Geographic Coverage: Regional  
Year Established: 1967  
Number of Employees: 6

### MANCHESTER EQUIPMENT

INC., INC.  
P.O. Box 1406  
Manchester, MA 01544  
(617) 235-4512  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies,  
End User; Minis; Mainframe; Mainframe  
Market  
Products Offered: Forms, Ribbons,  
Disk Packs, Disettes  
Net Sales: \$5 million - \$25 million  
(1982)  
Contacts:  
Head of Marketing: Aaron Rubenstein  
Geographic Coverage: National  
Year Established: 1971  
Number of Employees: 100

### NEW ENGLAND WORD

PROCESSING, INC.  
84 Cambridge Park  
Watson, MA 01501  
(617) 358-1000  
Major Markets: Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies  
Products Offered: Ribbons,  
Disettes  
Net Sales: \$500,000 - \$1 million  
(1981)  
Geographic Coverage: New  
England  
Year Established: 1980  
Number of Employees: 10

### NEWMARK, INC.

35 Salem St.  
Lynnfield, MA 01940  
(617) 245-7980  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Disettes, Tapes,  
Furniture  
Geographic Coverage: National  
Year Established: 1965  
Number of Employees: 16

### NORTHEAST DATA

PROCESSING SUPPLIES, INC.  
8 Bedford Road  
Burlington, MA 01803  
(617) 272-7158  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Ribbons, Disk  
Packs, Disettes, Tapes, Furniture,  
Labels

### Geographic Coverage: Regional Year Established: 1974 Number of Employees: 6

### ONE RESOURCES CORP.

50 Howe Ave.  
Millsbury, MA 01827  
(617) 798-0187  
Major Markets: Maintenance/Other  
Services; Miscellaneous Computer  
Supplies; Software Houses; Dealers;  
Publishers  
Products Offered: Disettes  
Net Sales: \$1 million - \$5 million  
(1982)  
Contacts:  
Head of Marketing: C. J. Arndt  
Geographic Coverage: International  
Year Established: 1961  
Number of Employees: 25

### PERIDROP CORP.

14 Naxon Dr.  
Hick, MA 01780  
(617) 237-4052  
Major Markets: Computer  
Manufacturing; Software Houses;  
Systems Houses/Commercial OEMs;  
Miscellaneous Computer Supplies,  
Type Users, Accounting, Inventory  
Control, Planning  
Products Offered: Tapes, Cassettes  
Net Sales: \$1 million - \$5 million  
(1982)  
Contacts:

Head of Marketing: John Fleming  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 35

### PRECISION MARKING

SERVICES, INC.  
63 S. Main St.  
Amherst, MA 02002  
(617) 644-5262  
Major Markets: Component  
Manufacturing; OEM (Peripherals-  
Terminals); Miscellaneous Computer  
Supplies; Computer Printers  
Products Offered: Paper Feeders  
Contacts:  
Head of Marketing/Customer  
Service: John Morrell  
Head of Engineering: Leo Karher  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 100

### SCOPUS CORP.

333 Allen St.  
P.O. Box 1437  
Lowell, MA 01853  
(617) 454-8033  
Major Markets: Maintenance/Other  
Services; Miscellaneous Computer  
Supplies, Disk and Tape  
Refurbishing; Insurance; Banking;  
Manufacturing  
Products Offered: Disk Packs,  
Tapes  
Net Sales: \$5 million - \$25 million  
(1982)  
Contacts:  
Head of Marketing: William H.  
Dwyer  
Head of Sales: John R. Trank  
Geographic Coverage: National  
Year Established: 1971  
Number of Employees: 200

### SENTINEL COMPUTER

PRODUCTS  
Division of Packaging Industry  
Group, Inc.  
130 North St.  
Haverhill, MA 00001  
(617) 775-5220  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Disettes;  
Disette Jacks  
Contacts:  
Head of Marketing: Peter McCork  
Geographic Coverage: International  
Year Established: 1960

### TIME BREAKERS OF NEW

ENGLAND, INC.  
45 Central St.  
Newport, MA 02842  
(617) 728-4003  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms; Ribbons;  
Disk Packs, Disettes, Tapes  
Net Sales: \$1 million - \$5 million  
(1981)  
Contacts:  
Head of Sales: Rick Marshall  
Geographic Coverage: Regional  
Year Established: 1974  
Number of Employees: 12

### UNITED TECHNICAL

PRODUCTS, INC.  
32 S.W. Industrial Park  
Westwood, MA 02090  
(617) 338-7611  
Major Markets: Miscellaneous  
Computer Supplies; Computer  
Manufacturers  
Products Offered: Floppy  
Arithmetic Units  
Contacts:  
Head of Marketing/Sales: Thomas  
Zugly  
Head of Engineering: William Kim  
Head of Customer Service: Joan  
Paton  
Year Established: 1977  
Number of Employees: 12

### VERVEX

2 Oak Park  
Bedford, MA 01730  
(617) 275-6180  
Major Markets: Terminal, Peripheral  
Manufacturing; OEM (Peripherals-  
Terminals); Systems House  
(Commercial OEMs);  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Voice Recognition; Manufacturing;  
Automotive; Airframe  
Target Applications: Industry,  
Quality Control, Material Inspection,  
Test and Inspection  
Contacts:  
Head of Marketing: Ken Reicher  
Head of Engineering: Gary Meyrick

### WINSTAY LINE, INC.

180 Gossamer Blvd.  
Worcester, MA 01606  
(617) 853-0003  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms, Disk  
Packs, Disettes, Tapes, Furniture;

Data Banks; Computer Accessories  
Net Sales: \$25 million - \$100 million  
(1982)  
Contacts:  
Head of Marketing: Wayne Davies  
Head of Software: James Young  
Head of Engineering: David Vogel  
Head of Customer Service: Thomas  
Lundgren  
Geographic Coverage: International  
Year Established: 1934  
Number of Employees: 1,020

## MICHIGAN

### AMERICAN SEATING CO.

Contract Prod./Office Systems  
901 Broadway  
Grand Rapids, MI 49504  
(616) 456-5000  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture, Office  
Systems  
Contacts:  
Head of Marketing: Richard N.  
Kerner  
Head of Sales: Fred Shelton  
Head of Software: Ron Donahue  
Head of Engineering: Robert Knapp  
Head of Customer Service: George  
Cook  
Geographic Coverage: International  
Year Established: 1950  
Number of Employees: 1,300

### ATTECA INTERNATIONAL,

INC.  
Arcata Computer Systems  
5723 King Lane East  
Porter, MI 48054  
(313) 665-5372  
Major Markets: OEM (Computer  
Systems); OEM (Peripherals-  
Terminals); Software Houses;  
Systems House (Commercial OEM,  
Dealer/Distributor);  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Manufacturing; Financial; Education;  
Maintenance Training; Program  
Training; Educational Development  
Products Offered: Terminals, Disks,  
Disk Packs, Disettes, Tapes,  
Furniture, Floppy, File Systems  
Net Sales: Less than \$100,000  
(1981)  
Contacts:  
Head of Marketing: Larry G. Bager  
Head of Sales: William C. Inch  
Head of Customer Service: James E.  
Inch  
Geographic Coverage: International  
Year Established: 1990  
Number of Employees: 20

### COMMUNICATIONS

ELECTRONICS  
Computer Products Division  
854 Phoenix Dr.  
P.O. Box 1002, Department CW  
Ann Arbor, MI 48106  
(313) 964-4444  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies;

## Suppliers

Military, Government; Manufacturing  
Target Applications: Real  
Products Offered: Forms, Disk  
Packs, Disks, Tapes, Furniture  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 15

**EAGLE DATA PRODUCTS**  
324 S. Broad St.  
Itasca, IL 60142  
(312) 854-2999  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Acoustic Cords  
Cables  
Head of Sales: Ruth Progar  
Geographic Coverage: National  
Year Established: 1979

**GENERAL INFORMATION PRODUCTS, INC.**  
Suite 209  
2415 Roger Charles S.E.  
Grand Rapids, MI 49508  
(616) 247-6868  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms, Ribbons;  
Disk Packs, Disks, Tapes  
Net Sales: \$550,000 - \$1 Million  
(1981)  
Geographic Coverage: Regional  
Year Established: 1974  
Number of Employees: 50

**HARGRETH, INC.**  
One Hewitt Center  
Holland, MI 49423  
(616) 360-5861  
Major Markets: Miscellaneous  
Computer Supplies, Large Office  
Products Offered: Furniture  
Net Sales: More than \$100 Million  
(1982)  
Comments:  
Head of Sales: Jim Meyer  
Head of Customer Service: Jerry  
Gordijn  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 1,200

**HERMAN MILLER, INC.**  
2600 Byron Road  
Zeland, MI 48464  
(616) 772-3200  
Major Markets: Miscellaneous  
Computer Supplies, Office Furniture  
Products Offered: Furniture  
Geographic Coverage: International  
Year Established: 1959  
Number of Employees: 3,000

**INGERSOLL INDUSTRIES, INC.**  
1915 U.S. 31 N.  
Muskegon, MI 49541  
(616) 884-2550  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Comments:  
Head of Sales: Gerald Carlson  
Geographic Coverage: International  
Year Established: 1965  
Number of Employees: 50

**THE SHAW-WALKER CO.**  
P.O. Box 209  
Muskegon, MI 49443  
(616) 722-7211  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Comments:  
Head of Marketing: Phil Fleming  
Geographic Coverage: International  
Year Established: 1899  
Number of Employees: 300

**WESTINGHOUSE ELECTRIC CORP.**  
Furniture Systems  
4300 Glen St. S.E.  
Grand Rapids, MI 49508  
(616) 948-1250  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Comments:  
Head of Marketing: James Stein  
Head of Sales: M. Jurewicz  
Geographic Coverage: International  
Year Established: 1960

### MINNESOTA

**BLACKBURN, INC.**  
10150 Crossman Circle  
Eden Prairie, MN 55344  
(612) 944-7019  
Major Markets: Peripheral  
Manufacturing, Miscellaneous  
Computer Supplies, Educational  
Supplies, Plotters  
Target Applications: Video  
Products Offered: Floppy Storage  
Devices  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Geographic Coverage: National  
Year Established: 1960  
Number of Employees: 160

**BDS CORP.**  
1714 Washington Ave. S.  
Minneapolis, MN 55344  
(612) 812  
Major Markets: Software House,  
Systems House/Commercial OEM,  
Maintenance/Other Services,  
Miscellaneous Computer Supplies,  
Finance/Marketing: Retail, OEM  
Software, Hardware  
Target Applications: Printing,  
Business/Personal  
Products Offered: Plotters, File  
Albums, Disk Covers  
Comments:  
Head of Marketing: Robert Pellegrini  
Head of Sales: Ann Hansen  
Head of Engineering/Software:  
George L. Kuhn  
Geographic Coverage: National  
Year Established: 1960  
Number of Employees: 50

**G. T. B., INC.**  
P.O. Box 367  
Wyoming, MN 56082  
(612) 462-3550  
Major Markets: Miscellaneous

Computer Supplies  
Products Offered: Furniture, Sound  
Enclosures  
Geographic Coverage: National  
Year Established: 1981  
Number of Employees: 7

**CONWAY CORP.**  
Interior Products Division  
444 Cedar St.  
St. Paul, MN 55104  
(612) 221-1104  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture;  
Partitions  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Comments:  
Head of Customer Service: Don  
Fisher  
Geographic Coverage: International  
Year Established: 1922  
Number of Employees: 300

**CTS CORP.**  
P.O. Box 387  
Wyoming, MN 56082  
(612) 462-3550  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture, Sound  
Enclosure  
Geographic Coverage: National

**DELAINE CHECK PRINTING, INC.**  
DeLuxe Computer Films  
330 N. Wheeler  
P.O. Box 6495  
St. Paul, MN 55164  
(612) 483-7888  
Major Markets: Dealer/Distributor,  
Miscellaneous Computer Supplies,  
Business, Books, Home/Work;  
Payroll, Accounting  
Products Offered: Forms, Disks, Tapes,  
Furniture, Disk Storage Devices  
Net Sales: More than \$100 Million  
(1982)  
Comments:  
Head of Marketing: Andrew Hallock  
Geographic Coverage: National  
Year Established: 1961  
Number of Employees: 100

**LOREAN COMPUTER PRODUCTS**  
7720 Bush Lake Road  
Minneapolis, MN 55435  
(612) 831-1618  
Major Markets: Software House,  
Dealer/Distributor, Miscellaneous  
Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Disks, Tapes,  
Furniture  
Net Sales: \$25 Million - \$100 Million  
(1982)  
Comments:  
Head of Marketing: Larry Schaal  
Geographic Coverage: National  
Year Established: 1966

**NORTHWOOD CO., INC.**  
8121 Tenth Ave. N.  
Minneapolis, MN 55427  
(612) 345-0421

Major Markets: Component  
Manufacturing, Miscellaneous  
Computer Supplies  
Products Offered: Maintenance  
Products  
Net Sales: \$25 Million - \$100 Million  
(1982)  
Comments:  
Head of Sales/Marketing: Marvin  
Kornfeld  
Geographic Coverage: International  
Year Established: 1952  
Number of Employees: 700

**PROBLEM SOLVERS**  
12725 DuPont Ave. S.  
Burnsville, MN 55337  
(612) 894-4230  
Major Markets: Software House;  
Systems House/Commercial OEM;  
Dealer/Distributor; Miscellaneous  
Computer Supplies, Wholesale,  
Maintenance, Equipment  
Maintenance  
Products Offered: Forms, Ribbons,  
Disk Packs, Furniture, Cabling  
Geographic Coverage: National  
Year Established: 1940  
Number of Employees: 4

**TELE-TERMINAL, INC.**  
7008 Northland Dr.  
Minneapolis, MN 55428  
(612) 536-8000  
Major Markets: OEM (Computer  
Systems), OEM (Peripherals-  
Terminals, Software House,  
Systems House/Commercial OEM),  
Dealer/Distributor,  
Maintenance/Other Services,  
Miscellaneous Computer Supplies,  
Education, Government, Nonprofit,  
Data Networks, CA, WP  
Products Offered: Ribbons, Disk  
Packs, Disks, Tapes  
Net Sales: \$5 Million - \$25 Million  
(1981)  
Comments:  
Head of Sales/Marketing: Charles  
Zimmer  
Head of Software: Jeff Swenson  
Head of Engineering: Tony Kingstad  
Head of Customer Service: O. Riley  
Geographic Coverage: National  
Year Established: 1959  
Number of Employees: 70

**VIRSHUP INDUSTRIAL CORP.**  
21480 Heist Ave.  
Anoka Industrial Park  
Lakeland, MN 55044  
(612) 495-3405  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture,  
Acoustical Enclosures  
Net Sales: \$5 Million - \$25 Million  
(1981)  
Geographic Coverage: International  
Year Established: 1972  
Number of Employees: 150

**WYSON, INC.**  
P.O. Box 799  
Hopkins, MN 55343  
(612) 889-3555  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies,  
Products Offered: Furniture,

## Suppliers

### South Endorse

**Continents**  
Head of Sales: Tom Mowbray  
Geographic Coverage: National  
Year Established: 1979  
Number of Employees: 13

**WALL AND WALL, INC.**  
4435 E. Lake St.  
Minneapolis, MN 55406  
(612) 721-3266  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Desksides, Tapes,  
Furniture, Flooring  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Continents

Head of Sales: Jack McHenry  
Geographic Coverage: Regional  
Year Established: 1934  
Number of Employees: 125

**388 CO.**  
Sales: Control Systems  
3M Center 225-45  
St. Paul, MN 55144  
(612) 723-1110  
Major Markets: Miscellaneous  
Computer Supplies, State Control  
Continents  
Head of Marketing: Philip V.  
Kirkham  
Head of Sales: Michael E. Martin  
Head of Engineering: Dr. James A.  
Toburn  
Geographic Coverage: International  
Year Established: 1982

### MISSISSIPPI

**TRW, INC.**  
1515 U.S. 31 N.  
Holt, MI 48120  
(810) 484-2550  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Continents  
Head of Sales: David Carlson  
Geographic Coverage: Mississippi  
and N.W. Alabama  
Year Established: 1956

### MISSOURI

**AMERICAN LEAF LAMP**  
BANKERS CO.  
3041 Locust St.  
St. Louis, MO 63103  
(314) 535-1414  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Flooring, Storage  
Racks  
Geographic Coverage: National  
Year Established: 1920  
Number of Employees: 117

**BELO, INC.**  
3222 N. Highway 97  
Pittsburg, MO 63033  
(314) 537-1211  
Major Markets: Systems House  
(Commercial OEM)  
Dealer/Distributor; Miscellaneous  
Computer Supplies, Wholesale  
Credit: Equipment Rental  
Products Offered: Forms, Ribbons,  
Disk Packs, Desksides, Tapes,  
Furniture, Office Supplies  
Net Sales: \$150,000 - \$500,000  
(1981)  
Continents

Head of Marketing: George Dewey  
Geographic Coverage: National  
Year Established: 1977  
**TIFFANY STANIS AND**  
**FORESTUM CO.**  
Suite 750  
9666 Olive Blvd.  
St. Louis, MO 63132  
(314) 991-1700  
Major Markets: Miscellaneous  
Computer Supplies, Rental,  
Wholesale  
Products Offered: Furniture  
Geographic Coverage: National  
Year Established: 1946  
Number of Employees: 200

### NEBRASKA

**BATA DOCUMENTS, INC.**  
4255 S. 5th St.  
Omaha, NE 68127  
(402) 338-0900  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Desksides, Tapes, Cards,  
Labels  
Net Sales: More than \$100 Million  
(1982)  
Geographic Coverage: National

**SPECTRONICS CORP.**  
4645 Harvey  
Lincoln, NE 68504  
(402) 467-3852  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Pins and Security  
Devices  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Continents  
Head of Marketing: John Dennis  
Head of Sales: Bruce Dwyer  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 23

### NEW HAMPSHIRE

**ORDER CRAFT CORP.**  
17 Columbia Dr.  
P.O. Box 100  
Amherst, NH 03001

(603) 889-6811  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Flooring, Vinyl  
Cover, Acoustic Mats  
Continents  
Head of Marketing/Sales: Terry Pratt  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 35

**BATA-BATE, THE MAIRIE**  
**MANUFACTURING CO.**  
P.O. Box 408  
Nashua, NH 03061  
(603) 882-5142  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Continents  
Head of Sales: Dave P. Powers  
Head of Engineering: William  
Dorwin  
Geographic Coverage: National  
Year Established: 1974  
Number of Employees: 125

**ESP SUPPLY CO.**  
24 Kewawville Dr.  
Salem, NH 03079  
(603) 882-4119  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Desksides, Tapes,  
Furniture, Flooring  
Continents  
Head of Marketing/Sales: Ed  
Downing  
Head of Engineering: Robert  
Faulstich Jr.  
Head of Customer Service: Terry  
Fogus  
Geographic Coverage: Regional  
Year Established: 1960

**MAHRIA CORP.**  
Computer Products  
44 Franklin St.  
Nashua, NH 03061  
(603) 880-2323  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Disk Packs,  
Desksides, Cartridges  
Net Sales: \$25 Million - \$100 Million  
(1982)  
Continents  
Head of Marketing/Sales: Sherman  
Shawman  
Geographic Coverage: International  
Year Established: 1966  
Number of Employees: 800

**GLOBAL BUSINESS GROUP**  
Simon 52  
Nashua, NH 03061  
(603) 882-2192  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Desksides, Tapes,  
Furniture  
Net Sales: \$25 Million - \$100 Million  
(1981)  
Continents  
Head of Marketing: Paul Arvink  
Geographic Coverage: Eastern U.S.  
Year Established: 1948

Number of Employees: 400  
**BUN RESEARCH, INC.**  
Mayday  
Old Bay Road  
P.O. Box 210  
New Durham, NH 02855  
(603) 889-7110  
Major Markets: Component and  
Peripheral Manufacturing;  
Dealer/Distributor; Miscellaneous  
Computer Supplies; Small Business,  
PC's, Rental  
Continents  
Head of Marketing/Sales: Michael  
Matheson  
Head of Engineering: James Bafale  
Geographic Coverage: International  
Year Established: 1970  
Number of Employees: 50

**THE MORTLEY CO.**  
808 Kingston St.  
P.O. Box 609  
Portsmouth, NH 03801  
(603) 436-5430  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies;  
Cross Industries, Cross Applications  
Products Offered: Forms, Ribbons,  
Disk Packs, Desksides, Tapes,  
Furniture, Supply, Accounting  
Control, Forms Handling Equipment  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Continents  
Head of Marketing/Sales: Frederick  
D. Taylor  
Head of Engineering: Richard D.  
Davis  
Geographic Coverage: Regional  
Year Established: 1932  
Number of Employees: 45

### NEW JERSEY

**AG MANUFACTURING CO.**  
(EBMAG)  
One Carlwood and Dear Roads  
Cherry Hill, NJ 08034  
(609) 428-2600  
Major Markets: Miscellaneous  
Computer Supplies, Air Conditioner  
Manufacturing  
Products Offered: Cooling Systems  
Continents  
Head of Marketing: N. Keith Beller  
Head of Sales: Art Berwick  
Geographic Coverage: International  
Year Established: 1967  
Number of Employees: 400

**ANTIS BEAM CORP.**  
1 Paragon Dr.  
Morrisville, NJ 07946  
(201) 573-6900  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Graphic Film  
Continents  
Head of Marketing/Sales: Ben  
Hennrich  
Geographic Coverage: International



## Suppliers

Year Established: 1981  
Number of Employees: 900

### BOGARD & PEARCE CO.

871 Hewlett Ave.  
Elizabeth, NJ 07208  
(201) 352-8005  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms; Data  
Servers  
Net Sales: \$25 Million - \$50 Million  
(1982)  
Contacts:  
Head of Sales: Clark J. Horst  
Geographic Coverage: National  
Year Established: 1942  
Number of Employees: 1,000

### BUSINESS MACHINE SUPPLY, INC.

2 Lakoff Dr.  
Thermon, NJ 08388  
(609) 865-8198  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Ribbons; Ribbon  
Carts; Scrolls  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Customer Service: Debbie  
Bryant  
Geographic Coverage: National  
Year Established: 1982  
Number of Employees: 12

### COMPUTER MAINTENANCE

Corp.  
111 Enterprise Ave. S.  
Sarasota, NJ 07364  
(201) 884-5400

Major Markets: OEM Computer  
Systems; Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Distribution; Manufacturing  
Products Offered: Ribbons; Disk  
Packs; Cassettes; Tapes; Furniture;  
Power Regulators  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Marketing: Joseph F. Ryan  
Head of Sales: Anthony Mazza  
Head of Engineering: Richard Irla  
Head of Customer Service: Eric  
Kuzak  
Geographic Coverage: Regional  
Year Established: 1977  
Number of Employees: 41

### CPA

Users Group  
77 Park St.  
Rye Brook, NY 07068  
(212) 772-0511  
Major Markets: Dealers;  
Distribution; Miscellaneous  
Computer Supplies  
Products Offered: Forms; Ribbons;  
Disk Packs; Cassettes; Tapes;  
Furniture  
Contacts:  
Head of Marketing/Sales: Arthur  
Bernardo  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 8

### CURRAN SUPPLIES CORP.

38 River Edge Road  
River Edge, NJ 07661  
(201) 967-7300  
Major Markets: Miscellaneous  
Computer Supplies; Printing  
Supplies  
Products Offered: Printer Parts;  
Paper  
Net Sales: \$100,000 - \$500,000  
(1982)  
Contacts:  
Head of Marketing: Richard J. Curran  
Head of Sales: Louis J. Martin  
Geographic Coverage: National  
Year Established: 1959  
Number of Employees: 5

### DUNTS YOUNG CORP.

2550 Hudson River Road  
Pennsauken, NJ 08110  
(609) 660-8800  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Ribbons; Ink  
Rolls  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Contacts:  
Head of Marketing/Sales: Susan  
Kahn  
Head of Customer Service: Peter  
Curtis  
Geographic Coverage: International  
Year Established: 1953  
Number of Employees: 125

### ELKAY ELECTRONICS

CABLE CORP.  
70 Oak St.  
Norwood, NJ 07045  
(201) 788-5400

Major Markets: Component  
Manufacturing; Miscellaneous  
Computer Supplies  
Products Offered: Wire; Shrinkable  
Cable  
Contacts:  
Head of Customer Service: Kathy  
Lupard  
Geographic Coverage: International  
Year Established: 1964  
Number of Employees: 45

### DATA CLEAN CORP.

89 Highway 35  
Keyport, NJ 07023  
(201) 787-2984  
Major Markets: Maintenance/Other  
Services; Miscellaneous Computer  
Supplies  
Products Offered: Cleaning Kits  
Net Sales: \$500,000 - \$1 Million  
(1982)  
Geographic Coverage: National  
Year Established: 1979  
Number of Employees: 34

### DATA RESEARCH

ASSOCIATES  
475 S. Dean St.  
Elizabeth, NJ 07201  
(201) 569-3820  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms; Ribbons;  
Disk Packs; Cassettes; Tapes  
Net Sales: \$5 Million - \$20 Million  
(1981)

### DEKORIS

Head of Marketing/Sales: Steve  
Pachman  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 100

### FLOPPY DISK SERVICES, INC.

741 Alexander Road  
Parsippany, NJ 08640  
(609) 796-4440  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies;  
General Public  
Products Offered: Enclosures  
Geographic Coverage: National  
Year Established: 1979  
Number of Employees: 8

### ISSE

Systems Supplies  
P.O. Box 10  
Parsippany, NJ 08640  
(609) 631-5582  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms; Ribbons;  
Cassettes  
Net Sales: More than \$100 Million  
(1982)

### JTD CORP.

849 Parkway Ave.  
Irving, NJ 07033  
(201) 688-1700  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies;  
Banking; Insurance; Manufacturing  
Products Offered: Forms; Ribbons;  
Tabulating Cards  
Net Sales: \$5 Million - \$25 Million  
(1981)  
Contacts:  
Head of Marketing: Jack Connolly  
Geographic Coverage: Regional  
Year Established: 1954  
Number of Employees: 250

### RAMSON BUSINESS FORMS, INC.

18 Gloria Lane  
Fairfield, NJ 07008  
(201) 575-2020  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies;  
Medical; Banking; Computers  
Products Offered: Forms; Ribbons;  
Disk Packs; Cassettes; Tapes  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: J. Green  
Geographic Coverage: Regional  
Year Established: 1962  
Number of Employees: 35

### MAXELL CORP. OF AMERICA

Computer Products  
80 Oxford Dr.  
Morristown, NJ 07074  
(201) 440-8000  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Cassettes  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 127

### MINICOLIN ENTERPRISES, INC.

12 New Dover Road  
E. Brunswick, NJ 08816  
(201) 327-8225  
Major Markets: Miscellaneous  
Computer Supplies; General  
Industry; Motion  
Products Offered: Monitor  
Monitors; Monitor Supplies  
Net Sales: \$500,000 - \$1 Million  
(1981)  
Contacts:  
Head of Marketing: Susan Ross  
Geographic Coverage: International  
Year Established: 1973  
Number of Employees: 11

### MINISYS SYSTEMS FOR BUSINESS

The American Road  
P.O. Box 90009  
Morris Plains, NJ 07950  
(201) 993-2000  
Major Markets: Computer and Office  
Equipment; Manufacturing; OEM  
(Computer Systems; Software  
Houses; Systems House [Commercial  
OEM]; Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Banking; Accounting; Medical  
Target Applications:  
Wholesale/Retail; Financial  
Products Offered: Forms; Ribbons;  
Disk Packs; Cassettes; Furniture  
Net Sales: More than \$100 Million  
(1984)

### MINISYS SYSTEMS FOR BUSINESS

Contacts:  
Head of Marketing: Robert McGrath  
Head of Sales: Jerry Simbaur  
Head of Software: William Newman  
Geographic Coverage: International  
Year Established: 1912  
Number of Employees: 3,300

### MUNSHAW, INC.

1151 Broad Road  
Mountainview, NJ 07022  
(201) 232-8515  
Major Markets: Communications  
Equipment; Manufacturing;  
Miscellaneous Computer Supplies;  
Utilities; Common Carriers; Oil  
Companies  
Target Applications: Publishers;  
Printing; Data Communications  
Products Offered: Paper  
Contacts:  
Head of Marketing: Holmes Bailey  
Head of Engineering: John Eversh  
Geographic Coverage: International  
Year Established: 1954  
Number of Employees: 80

### NATIONAL REBORN CORP.

2131 Bethel Ave.  
P.O. Box 575  
Pennsauken, NJ 08110  
(609) 863-8111  
Major Markets: Miscellaneous  
Computer Supplies; Data  
Processing; Word Processing; Office  
Automation  
Products Offered: Ribbons  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contacts:  
Head of Marketing/Sales: Martin  
Kaplan

## Suppliers

**Head of Customer Service:**  
Bernardine J. Murphy  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 50

**PRC COMPUTER PRODUCTS, INC.**  
475 Boulevard  
Elmwood Park, NJ 07407  
(201) 795-6800  
**Major Markets:** Miscellaneous  
**Computer Supplies:** Computers, Film  
**Products Offered:** Disk Cases  
**Contacts:**  
**Head of Sales:** Kathy Sutherland  
**Geographic Coverage:** National  
**Year Established:** 1958  
**Number of Employees:** 45

**RAPES FORMS, INC.**  
501 Berlingo Blvd.  
Baltimore, MD 21201  
(301) 932-0480  
**Major Markets:** Miscellaneous  
**Computer Supplies:** Forms  
**Products Offered:** Forms  
**Contacts:**  
**Head of Sales/Marketing:** Kath Muller  
**Geographic Coverage:** National  
**Year Established:** 1941  
**Number of Employees:** 31

**RELINAC PLASTICS & PACKAGING DIVISION**  
225 Bellevue Ave.  
Bloomfield, NJ 07003  
(201) 748-2222  
**Major Markets:** Miscellaneous  
**Computer Supplies:** Software  
**Products Offered:** Packaging, Binders  
**Net Sales:** \$1 Million - \$5 Million  
(1981)  
**Contacts:**  
**Head of Marketing:** Martin Burleigh  
**Geographic Coverage:** National  
**Year Established:** 1968  
**Number of Employees:** 25

**SMALL BUSINESS COMPUTERS, INC.**  
Suite 302-2  
Route 72  
Oran, TX Executive Campus  
Marion, NJ 08053  
(609) 953-5510  
**Major Markets:** Software House  
**Distributor:** Miscellaneous  
**Computer Supplies:** Manufacturing  
**Products Offered:** Forms, Ribbons, Disk Packs, Diskettes, Tapes, Furniture, Flooring  
**Net Sales:** \$1 Million - \$5 Million  
(1981)  
**Contacts:**  
**Head of Marketing:** Michael Butler  
**Head of Software:** Iv Olio  
**Head of Engineering:** C. Beqvill  
**Geographic Coverage:** Pennsylvania, New Jersey  
**Year Established:** 1979  
**Number of Employees:** 20

**STACOR CORP.**  
285 Ernest St.  
Newark, NJ 07114

(201) 242-6800  
**Major Markets:** Miscellaneous  
**Computer Supplies:** Products Offered: Tape Storage, Shelves  
**Contacts:**  
**Head of Sales:** Robert Sutton  
**Geographic Coverage:** International  
**Year Established:** 1940  
**Number of Employees:** 200

**STC ULTIMAC SYSTEMS, INC.**  
Headquarters  
4 North St.  
Weehawken, NJ 07463  
(201) 445-5000  
**Major Markets:** OEM (Computer Systems), Maintenance/Other Services, Miscellaneous Computer Supplies, Distribution, Publishing, Lumber, Electrical  
**Products Offered:** Disk Packs, Tapes  
**Net Sales:** \$5 Million - \$10 Million  
(1980)  
**Contacts:**  
**Head of Marketing:** Robert Beattie  
**Head of Software:** Eric Riegel  
**Head of Engineering:** David Amsterdam  
**Head of Customer Service:** Tom Fontanazzi  
**Geographic Coverage:** National  
**Year Established:** 1969

**THE SHAW-WALKER CO.**  
57 E. Willow St.  
Milwaukee, NJ 07041  
(201) 379-7000  
**Major Markets:** Miscellaneous  
**Computer Supplies:** Small Business, Accounting, Filing Systems  
**Products Offered:** Forms  
**Contacts:**  
**Head of Marketing:** Phil S. Fleming  
**Head of Sales:** Bob McLaughlin  
**Head of Software:** Dave Bilsenberger  
**Geographic Coverage:** National  
**Year Established:** 1961  
**Number of Employees:** 25

**THE SLOMONS — MILLER CO.**  
310 Snyder Ave.  
Burlington Heights, NJ 07002  
(201) 850-0300  
**Major Markets:** Miscellaneous  
**Computer Supplies:** Products Offered: Forms  
**Net Sales:** \$5 Million - \$25 Million  
(1981)  
**Contacts:**  
**Head of Marketing:** Ted Toular  
**Geographic Coverage:** International  
**Year Established:** 1910  
**Number of Employees:** 150

**THE TEEBING CO.**  
P.O. Box 375  
Upper Saddle River, NJ 07458  
(201) 327-4100  
**Major Markets:** Miscellaneous  
**Computer Supplies:** Electronics, Communications, CP  
**Target Applications:** Field Service  
**Products Offered:** Concentration Control  
**Geographic Coverage:** International

**Year Established:** 1963  
**Number of Employees:** 150

**TRANSNET CORP.**  
1945 Route 22  
Union, NJ 07003  
(201) 688-7000  
**Major Markets:** Software House, Dealer/Consultant, Maintenance/Other Services, Miscellaneous Computer Supplies  
**Products Offered:** Forms, Ribbons, Disk Packs, Diskettes, Tapes, Furniture  
**Net Sales:** \$5 Million - \$25 Million  
(1981)  
**Contacts:**  
**Head of Marketing:** Clarence J. Reed  
**Head of Sales:** Robert Ryan  
**Head of Engineering:** Jay Strindyl  
**Geographic Coverage:** National  
**Year Established:** 1965  
**Number of Employees:** 80

**UNITED DATA PRODUCTS CORP.**  
18-01 Palm Dr.  
P.O. Box 3003  
Fairfield, NJ 07410  
(201) 798-8000  
**Major Markets:** Miscellaneous  
**Computer Supplies:** Products Offered: Forms  
**Contacts:**  
**Head of Sales:** Al Stach  
**Geographic Coverage:** Regional  
**Year Established:** 1950

**WORD PROCESSING PERIPHERALS & SUPPLY CO., INC.**  
Suite 9  
One Industrial Way  
Carch Town, NJ 07724  
(201) 386-1800  
**Major Markets:** Software House, Systems House (Commercial/OEM), Dealer/Distributor, Miscellaneous  
**Computer Supplies:** Printing, Retail, Engineering  
**Target Applications:** Manufacturing, Legal  
**Products Offered:** Ribbons, Furniture, Acoustic Covers, Deskywheels  
**Net Sales:** \$1 Million - \$5 Million  
(1982)  
**Contacts:**  
**Head of Marketing:** Linda Brennan  
**Head of Sales:** James J. Brannen  
**Geographic Coverage:** Regional  
**Year Established:** 1960  
**Number of Employees:** 11

**WORTHINGTON DIAGNOSTIC SYSTEMS, INC.**  
14th and Road  
Franklin, NJ 07728  
(609) 621-2142  
**Major Markets:** Terminal Manufacturing, OEM (Computer Systems), Software House (Commercial/OEM), Maintenance/Other Services, Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Contacts:**  
**Head of Marketing:** Gerald Moss  
**Head of Engineering:** Luchez Kapov

**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 400

**ZIVAB, INC.**  
130 Ford Road  
Denville, NJ 07834  
(201) 627-7808  
**Major Markets:** OEM (Peripherals-Terminals), Maintenance/Other Services, Miscellaneous Computer Supplies, Manufacturing, Sheet Feeder, WPP OEM, Printer Distributors  
**Products Offered:** Sheet Feeder  
**Net Sales:** \$5 Million - \$25 Million  
(1982)  
**Contacts:**  
**Head of Sales:** Robert Pringle  
**Head of Engineering:** Luchez Kapov  
**Head of Customer Service:** Mary Connolly  
**Geographic Coverage:** National  
**Year Established:** 1980  
**Number of Employees:** 200

## NEW YORK

**AYRES CORP.**  
115 Harry St.  
Poughkeepsie, NY 12601  
(516) 545-2272  
**Major Markets:** Miscellaneous  
**Computer Supplies:** Educational, Medical  
**Products Offered:** Computer Locks  
**Net Sales:** Less than \$100,000  
(1982)  
**Geographic Coverage:** National  
**Year Established:** 1975  
**Number of Employees:** 2

**AWM CORP.**  
Arlid Data Products  
608 N. Long Beach Road  
Rockville Center, NY 11570  
(516) 784-1222  
**Major Markets:** Miscellaneous  
**Computer Supplies:** Manufacturing  
**Products Offered:** Furniture, Computer Locks  
**Net Sales:** \$25 Million - \$100 Million  
(1982)  
**Contacts:**  
**Head of Marketing:** Joe Terman  
**Geographic Coverage:** International  
**Year Established:** 1958  
**Number of Employees:** 2,200

**SANROCKY BUSINESS FORMS, INC.**  
24 W. 25th St.  
New York, NY 10010  
(212) 854-4424  
**Major Markets:** Miscellaneous  
**Computer Supplies:** Products Offered: Forms  
**Contacts:**  
**Head of Marketing:** J. Malar  
**Geographic Coverage:** National  
**Number of Employees:** 8

**SANDRUS EATON ALLEN CORP.**  
Kew-Forest Division  
Kew-Forest, NY

# Suppliers

Brooklyn, NY 11211  
(212) 762-2621  
Major Markets: Office Equipment  
Manufacturing; Miscellaneous  
Computer Supplies; Dealers;  
Wholesalers; OEM  
Products Offered: Ribbons, Film,  
Fabric, Ribbons  
Net Sales: \$25 Million - \$100 Million  
(1981)  
Contacts:  
Head of Marketing: William Glavin  
Geographic Coverage: International  
Year Established: 1955  
Number of Employees: 500

**BERNARDI ELECTROPRODUCTS, INC.**  
Rivers Division  
75 Austin Blvd.  
Commack, NY 11725  
(516) 543-5879  
Major Markets: Dealers;  
Distributors; Miscellaneous  
Computer Supplies  
Products Offered: Tapes, Copying  
Kits  
Contacts:  
Head of Marketing/Sales: Stuart  
Cohn  
Year Established: 1965  
Number of Employees: 75

**COMPUTER RIBBON SPECIALISTS**  
P.O. Box 724  
Hicksville, NY 11802  
(516) 822-5581  
Major Markets: Miscellaneous  
Computer Supplies; Stationery;  
Computer Products Distributors  
Products Offered: Ribbons,  
Cartridges, Cassettes  
Contacts:  
Head of Marketing/Sales: Ernie  
Munoz  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 80

**CRISK ELECTRONICS CO.**  
Plym Electric Co.  
29 Can Dr.  
Pawnee, NY 11853  
(516) 420-8999  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Power  
Conditioners,  
Output Strips  
Contacts:  
Head of Marketing: John Alden  
Head of Sales: Tom Ailo  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 20

**DATA LINE ASSOCIATES**  
1423 Conklin Ave.  
Utica, NY 13502  
(315) 738-1082  
Major Markets: OEM (Peripherals,  
Terminals), Miscellaneous Computer  
Supplies; All Users  
Products Offered: Ribbons; Disk  
Packs; Databases; Tapes  
Geographic Coverage: National  
Year Established: 1967  
Number of Employees: 3

**DATAPLEX LIMITED**  
5 Seawood St.  
New York, NY 10038  
(212) 980-6655  
Major Markets: Miscellaneous  
Computer Supplies; Insurance;  
Banking; Brokerage  
Products Offered: Furniture  
Geographic Coverage: International  
Year Established: 1967  
Number of Employees: 4

**DATATEX SYSTEMS, INC.**  
3607 Genesee St.  
Buffalo, NY 14225  
(716) 833-1031  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Disk Packs;  
Databases; Tapes; Furniture; Stand  
Covers  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 7

**DAVCO FORMS & SUPPLIES**  
53 Park Place  
New York, NY 10007  
(212) 732-8200  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms; Furniture  
Geographic Coverage: New York  
Year Established: 1979  
Number of Employees: 15

**DEWEEDER BORGARD**  
8757 86th, INC.  
MacArthur Ave.  
New Windsor, NY 12550  
(914) 360-3100  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture;  
Stands; Cabinets  
Contacts:  
Head of Marketing: Patricia McCarthy  
Head of Engineering: Bill Mautner  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 125

**ELECTRO MASTERBASKET CORP.**  
145 W. 45 St.  
New York, NY 10036  
(212) 997-1700  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies;  
Furniture; Banking; Retail  
Target Applications: Engineering;  
Products Offered: Copiers,  
Switching  
Contacts:  
Head of Marketing: Morris Gokke  
Head of Sales: William Gokke  
Geographic Coverage: National  
Year Established: 1942  
Number of Employees: 100

**GAYLORD BROS., INC.**  
P.O. Box 4603  
Scranton, NY 13321  
(315) 437-5075  
Major Markets: Software House;  
Dealer/Distributor;  
Miscellaneous/Other Services;  
Miscellaneous Computer Supplies;  
Library; Education

Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Tapes,  
Furniture  
Contacts:  
Head of Engineering: Art Delouga  
Head of Customer Service: Peggy  
Trivett  
Geographic Coverage: International  
Number of Employees: 305

**GRUPPO CONTROLS CORP.**  
189 Van Rensselaer St.  
P.O. Box 1272  
Buffalo, NY 14240  
(905) 826-1535  
Major Markets: Component  
Manufacturing; Miscellaneous  
Computer Supplies  
Products Offered: Forms; Toner;  
Printer Paper  
Geographic Coverage: International  
Year Established: 1957  
Number of Employees: 1,000

**HI ROSS, INC.**  
2107 Liberty Dr.  
P.O. Box 280 LPO  
Hempstead, NY 11550  
(716) 283-8464  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Computer Room  
Air Conditioning  
Contacts:  
Head of Marketing/Sales: Gilbert  
Whitcomb  
Head of Engineering: Walter Meccoli  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 75

**IKER SPECIALTIES CO., INC.**  
285 N. 9th St.  
Brooklyn, NY 11211  
(212) 782-1008  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Ribbons  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Geographic Coverage: International  
Year Established: 1964  
Number of Employees: 24

**JR CHAPLIN ASSOCIATES, LTD.**  
SUNY 882  
11 Broadway  
New York, NY 10004  
(212) 483-9882  
Major Markets: Software House;  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Banking; Brokerage  
Products Offered: Forms, Ribbons;  
Disk Packs, Databases, Tapes,  
Furniture, Magnetic media  
Net Sales: \$500,000 - \$1 Million  
(1981)  
Geographic Coverage: New Jersey,  
New York, Connecticut  
Year Established: 1960  
Number of Employees: 42

**MAGNETIC TECHNOLOGIES, INC.**  
1 Fulton Ave.  
Hempstead, NY 11550

(516) 486-7700  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies;  
Banking  
Products Offered: Forms, Ribbons;  
Disk Packs, Databases, Tapes,  
Furniture, Floppy  
Net Sales: \$500,000 - \$1 Million  
(1982)  
Contacts:  
Head of Marketing/Sales: Timothy  
Johnson  
Head of Software/Customer Service:  
Rebecca Heller  
Head of Engineering: Steve Schuler  
Geographic Coverage: National  
Year Established: 1979  
Number of Employees: 12

**MATH ASSOCIATES, INC.**  
2200 Sharnes Dr.  
Westbury, NY 11590  
(516) 334-8200  
Major Markets: Component,  
Personal and Communications  
Equipment Manufacturing;  
Miscellaneous Computer Supplies;  
Custom Communications Equipment  
Contacts:  
Head of Marketing: Bob DeLa  
Head of Sales: Norman Pan  
Head of Engineering: Iwan Math  
Geographic Coverage: Western  
Europe  
Year Established: 1972  
Number of Employees: 30

**MAXTON LOOK CO., INC.**  
401 E. 74th St.  
New York, NY 10021  
(212) 626-4229  
Major Markets: Miscellaneous  
Computer Supplies; Laptops  
Products Offered: Computer Laptops  
Net Sales: \$100,000 - \$500,000  
(1982)  
Geographic Coverage: National  
Year Established: 1970  
Number of Employees: 6

**SEAS-HAYTHORN, INC.**  
753 Military Road  
Buffalo, NY 14219  
(716) 877-1186  
Major Markets: Office Equipment  
Manufacturing; Miscellaneous  
Computer Supplies  
Products Offered: Power Transport;  
Bang Equipment  
Contacts:  
Head of Marketing: William Crawford  
Head of Sales: Robert Mead  
Geographic Coverage: International  
Year Established: 1961

**SEATEC INDUSTRIES, INC.**  
P.O. Box 888  
Ogdenburg, NY 13698  
(315) 425-1255  
Major Markets: Component  
Manufacturing; Miscellaneous  
Computer Supplies  
Products Offered: Hardly  
Regulators  
Head of Marketing/Sales: Gary  
Berth  
Geographic Coverage: National  
Year Established: 1974

## Suppliers

### OFFICE COMMUNICATIONS

33 N. Madison Ave.  
Spring Valley, NY 10877  
(516) 304-4851  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Tapes,  
Furniture, Acoustic Covers

### ON TARGET PRODUCTS

32 Cherry Lane  
Pearl Park, NY 11001  
(212) 343-0609  
Major Markets: Miscellaneous  
Computer Supplies, Dealers,  
Resellers  
Products Offered: Forms, Tractors,  
Sheet Feeders  
Geographic Coverage: National  
Year Established: 1982  
Number of Employees: 3

### OPTIMUM TESTER

PRODUCTS, INC.  
30 Jolly Blvd. W.  
Dear Park, NY 11729  
(516) 586-6200  
Major Markets: Miscellaneous  
Computer Supplies, OEM, Dealers,  
Distributors  
Products Offered: Ribbons  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Contacts:  
Head of Marketing: Frank Cavatone  
Head of Engineering: Robert A.  
Mazzella  
Head of Customer Service: Paul  
Kujczyk  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 115

**PERFECT IMAGE MATERIALS**  
CO.  
80 Engineers Dr.  
Richfield, NY 11801  
(516) 661-9800  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Ribbons, Disk  
Packs, Databases  
Geographic Coverage: Regional  
Year Established: 1974  
Number of Employees: 5

**PREPARED COMPUTER**  
TRAINING CORP.  
P.O. Box 877  
Forest Hills, NY 11375  
(212) 351-6320  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies,  
Banking/Financial, Airframe  
Products Offered: Ribbons, Disk  
Packs, Databases, Tapes, Ink Rollers,  
Thermal Paper  
Contacts:  
Head of Sales: Susan Quake  
Head of Customer Service: Walter  
James  
Geographic Coverage: National  
Year Established: 1981

**PROGRAMS UNLIMITED**  
125 S. Service Road  
Jencks, NY 11733  
(516) 967-6995  
Major Markets: Systems House  
(Commercial OEM)  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Business, Business, POS  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Tapes,  
Furniture, Flooring  
Contacts:  
Head of Marketing: David Wilson  
Geographic Coverage: National  
Year Established: 1980  
Number of Employees: 25

**SCOTT-HALEY ASSOCIATES,**  
INC.  
Executive Park Tower  
Albany, NY 12209  
(518) 458-1812  
Major Markets: OEM (Paraphrase-  
Terminology), Software House;  
Systems House (Commercial OEM);  
Data Services (Service Bureau);  
Dealer/Distributor; Miscellaneous  
Computer Supplies, Manufacturing  
Equipment Dealers; Industrial  
Control  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Tapes  
Net Sales: \$100,000 - \$200,000  
(1981)  
Contacts:  
Head of Marketing: Chris Andrews  
Head of Sales/Software: Joel Scott  
Geographic Coverage: Regional  
Year Established: 1977  
Number of Employees: 10

**SECURITY CO., INC.**  
1 Bart Dr.  
Dear Park, NY 11729  
(516) 242-2200  
Major Markets: Maintenance/Other  
Services, Miscellaneous Computer  
Supplies  
Products Offered: Hole Control  
Materials  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Contacts:  
Head of Marketing: Carl Weber  
Geographic Coverage: International  
Year Established: 1963  
Number of Employees: 100

**SPOTONER M. L. R. LTD.**  
213 Beach 89th St.  
Rochester, NY 11603  
(212) 624-0000  
Major Markets: Miscellaneous  
Computer Supplies, Texting  
Products Offered: Magnetic Ink  
Recognition  
Contacts:  
Head of Marketing/Sales: Fritz T.  
Bryant  
Year Established: 1967  
Number of Employees: 5

**SUPPLIES EQUIPMENT AND**  
SYSTEMS CORP.  
170 53rd St.  
Brooklyn, NY 11232  
(212) 452-7777  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Storage  
Equipment

**SYSTEMS MANUFACTURING**  
CORP.  
13 Broad St.  
Birmingham, NY 13804  
(607) 725-8264  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture, CP  
Accessories  
Contacts:  
Head of Marketing: Carl Radoux  
Head of Sales: Richard Ruchie  
Geographic Coverage: National  
Year Established: 1948  
Number of Employees: 118

**TAPERWORTH CORP. OF**  
AMERICA  
100 Schmitt Blvd.  
Farmingdale, NY 11735  
(516) 864-6312  
Major Markets: Miscellaneous  
Computer Supplies, Safety, Security  
Products Offered: Ribbons, Ribbon  
Overlays, Safety Mats  
Contacts:  
Head of Sales: Richard Kessler  
Geographic Coverage: International  
Year Established: 1958  
Number of Employees: 150

**TAYLOR-MERCHANT CORP.**  
212 W. 35th St.  
New York, NY 10001  
(800) 222-8884  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Ribbons, Disk  
Packs, Databases, Tapes, Furniture,  
Covers, Magnetic Media  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contacts:  
Head of Marketing: Lawrence T.  
Turner  
Geographic Coverage: National  
Year Established: 1951  
Number of Employees: 27

**TEK ELECTRONICS CORP.**  
12 Harbor Park Dr.  
Port Washington, NY 11060  
(516) 625-0100  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Tapes  
Contacts:  
Head of Marketing: Frank Krayer  
Head of Sales: Ed Passera  
Geographic Coverage: International  
Year Established: 1951  
Number of Employees: 150

**TEALITHING OF AMERICA,**  
INC.  
254 W. 31st St.  
New York, NY 10001  
(212) 597-1180  
Major Markets: Software House;  
Dealer/Distributor;  
Miscellaneous Computer Supplies;  
Banking/Financial; General Ledger;  
Commercial Loan, Mortgage,  
Accounting  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Furniture  
Net Sales: \$6 Million - \$25 Million  
(1982)  
Contacts:  
Head of Sales/Marketing: Jack Roth  
Jr.  
Head of Engineering: James Harris  
Head of Customer Service: Denis  
Donahue  
Geographic Coverage: New York,  
New Jersey, Connecticut  
Year Established: 1968  
Number of Employees: 130

**THE COMPUTER**  
ADDRESSING CO.  
30 East Lane  
Port Washington, NY 11060  
(516) 767-0206  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Protective Covers  
Net Sales: \$100,000 - \$500,000  
(1982)  
Contacts:  
Head of Marketing: Gloria D. Corbin  
Geographic Coverage: National  
Year Established: 1979

**UNITED BUSINESS**  
EQUIPMENT CORP.  
97 Stone St.  
Buffalo, NY 14213  
(716) 860-2725  
Major Markets: Miscellaneous  
Computer Supplies, Banking, Data  
Processing, Office Automation  
Products Offered: Furniture,  
Multimedia, Copying  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Geographic Coverage: International  
Year Established: 1962  
Number of Employees: 30

**UNITED BUSINESS**  
PERFORM CORP.  
17 Salary  
New York, NY 10004  
(212) 528-4793  
Major Markets: Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies,  
Banking/Financial  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Tapes, Bankers,  
Colleges  
Net Sales: \$500,000 - \$1 Million  
(1982)  
Contacts:  
Head of Marketing: David Drummond  
Geographic Coverage: International  
Year Established: 1965  
Number of Employees: 8

**UNIVERSAL MICROFILM**  
CORP.  
150 Park Ave.  
New York, NY 10011  
(212) 741-0225  
Major Markets: Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Banking/Financial; General Ledger;  
Commercial Loan, Mortgage,  
Accounting  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Furniture  
Net Sales: \$6 Million - \$25 Million  
(1982)  
Contacts:  
Head of Sales/Marketing: Jack Roth  
Jr.  
Head of Engineering: James Harris  
Head of Customer Service: Denis  
Donahue  
Geographic Coverage: New York,  
New Jersey, Connecticut  
Year Established: 1968  
Number of Employees: 130

**UNITED BUSINESS**  
PERFORM CORP.  
17 Salary  
New York, NY 10004  
(212) 528-4793  
Major Markets: Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies,  
Banking/Financial  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Tapes, Bankers,  
Colleges  
Net Sales: \$500,000 - \$1 Million  
(1982)  
Contacts:  
Head of Marketing: David Drummond  
Geographic Coverage: International  
Year Established: 1965  
Number of Employees: 8

**UNIVERSAL MICROFILM**  
CORP.  
150 Park Ave.  
New York, NY 10011  
(212) 741-0225  
Major Markets: Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Banking/Financial; General Ledger;  
Commercial Loan, Mortgage,  
Accounting  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Furniture  
Net Sales: \$6 Million - \$25 Million  
(1982)  
Contacts:  
Head of Sales/Marketing: Jack Roth  
Jr.  
Head of Engineering: James Harris  
Head of Customer Service: Denis  
Donahue  
Geographic Coverage: New York,  
New Jersey, Connecticut  
Year Established: 1968  
Number of Employees: 130

**UNITED BUSINESS**  
PERFORM CORP.  
17 Salary  
New York, NY 10004  
(212) 528-4793  
Major Markets: Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies,  
Banking/Financial  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Tapes, Bankers,  
Colleges  
Net Sales: \$500,000 - \$1 Million  
(1982)  
Contacts:  
Head of Marketing: David Drummond  
Geographic Coverage: International  
Year Established: 1965  
Number of Employees: 8

**UNIVERSAL MICROFILM**  
CORP.  
150 Park Ave.  
New York, NY 10011  
(212) 741-0225  
Major Markets: Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Banking/Financial; General Ledger;  
Commercial Loan, Mortgage,  
Accounting  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Furniture  
Net Sales: \$6 Million - \$25 Million  
(1982)  
Contacts:  
Head of Sales/Marketing: Jack Roth  
Jr.  
Head of Engineering: James Harris  
Head of Customer Service: Denis  
Donahue  
Geographic Coverage: New York,  
New Jersey, Connecticut  
Year Established: 1968  
Number of Employees: 130

**UNITED BUSINESS**  
PERFORM CORP.  
17 Salary  
New York, NY 10004  
(212) 528-4793  
Major Markets: Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies,  
Banking/Financial  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Tapes, Bankers,  
Colleges  
Net Sales: \$500,000 - \$1 Million  
(1982)  
Contacts:  
Head of Marketing: David Drummond  
Geographic Coverage: International  
Year Established: 1965  
Number of Employees: 8

**UNIVERSAL MICROFILM**  
CORP.  
150 Park Ave.  
New York, NY 10011  
(212) 741-0225  
Major Markets: Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Banking/Financial; General Ledger;  
Commercial Loan, Mortgage,  
Accounting  
Products Offered: Forms, Ribbons,  
Disk Packs, Databases, Furniture  
Net Sales: \$6 Million - \$25 Million  
(1982)  
Contacts:  
Head of Sales/Marketing: Jack Roth  
Jr.  
Head of Engineering: James Harris  
Head of Customer Service: Denis  
Donahue  
Geographic Coverage: New York,  
New Jersey, Connecticut  
Year Established: 1968  
Number of Employees: 130

## Suppliers

**Products Offered:** Microfilm  
Contact:  
**Head of Marketing/Sales:** Robert J. Searcy  
**Head of Customer Service:** James Abrams  
**Geographic Coverage:** New York, New Jersey, Connecticut  
**Year Established:** 1977  
**Number of Employees:** 50

**VENTURA CORP.**  
415 Bayview Ave.  
Armonk, NY 11701  
(516) 442-1555  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Ribbons, Disk Packs; Disettes; Tapes  
**Geographic Coverage:** National  
**Year Established:** 1977  
**Number of Employees:** 5

**VEROX CORP.**  
Business Systems Group  
Towers Square  
Rochester, NY 14644  
(716) 425-4255  
**Major Markets:** Terminal, Peripheral and Office Equipment Manufacturing; Miscellaneous Computer Supplies; Reprographics  
**Products Offered:** Forms; Ribbons; Paper  
**Geographic Coverage:** National

### NORTH CAROLINA

**SWRA — LINE**  
Route 2  
Box 36A  
Flat Rock, NC 28731  
(704) 862-3613  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies; Banking; Insurance; Corporations  
**Products Offered:** Ribbons  
**Net Sales:** \$505,000 - \$1 Million (1982)  
**Contacts:**  
**Head of Sales:** Irvit Hoots  
**Geographic Coverage:** Regional  
**Year Established:** 1972  
**Number of Employees:** 22

**ITT TELECOM PRODUCTS, INC.**  
3100 Highlands Blvd.  
Raleigh, NC 27604  
(919) 872-2729  
**Major Markets:** Component; Computer; Terminal, Peripheral and Communications Equipment  
**Manufacturing:** Software House  
**Systems House (Commercial OEM); Data Services (Service Bureau); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; Telephone Companies; Cellular Radio; Business**  
**Target Applications:** Industrial; Switching; Transmission; Data  
**System/Integration:**  
**Contacts:**

**Head of Marketing:** Ken Ray  
**Head of Software/Engineering:** W.L. Olm  
**Head of Customer Service:** George Young Jr.  
**Geographic Coverage:** International  
**Year Established:** 1963  
**Number of Employees:** 4,500

**MAG PAPER CO.**  
216 Pine St.  
High Point, NC 27262  
(818) 885-8138  
**Major Markets:** Component; Manufacturing; Miscellaneous Computer Supplies  
**Products Offered:** Tapes; Tape Reels  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Geographic Coverage:** International  
**Year Established:** 1958  
**Number of Employees:** 45

**SIGCOR CORP.**  
Data Communications Group  
488 Saker Park  
Morris, NC 28655-0488  
(704) 264-2001  
**Major Markets:** Maintenance/Other Services; Miscellaneous Computer Supplies  
**Products Offered:** Fiber Optics; Copper Cables  
**Contacts:**  
**Head of Marketing:** W. B. Bilekoff  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 1,200

### OHIO

**COMPUTER RESOURCES, INC.**  
4520 W. 160th St.  
Cleveland, OH 44135  
(216) 342-1020  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Disk Packs; Disettes  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
**Head of Marketing:** J. McFadden  
**Head of Sales:** Bruno D'Amico  
**Head of Engineering:** H. Fennrich  
**Geographic Coverage:** National  
**Year Established:** 1967  
**Number of Employees:** 100

**BAK SUPPLY CORP.**  
2155 Oriole Road  
Cleveland, OH 44136  
(216) 228-0102  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Disettes; Furniture  
**Geographic Coverage:** Regional  
**Year Established:** 1963  
**Number of Employees:** 40

**P.J. FURNITURE SYSTEMS, INC.**  
8 E. Derricks Ave.

Youngstown, OH 44501  
(216) 748-7271  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Furniture  
**Net Sales:** More than \$100 Million (1982)  
**Contacts:**  
**Head of Marketing/Sales:** Richard Strong  
**Geographic Coverage:** International  
**Number of Employees:** 900

**FLATIRON FLOORS, INC.**  
755 Birchwood Ave.  
P.O. Box 927  
Tolono, OH 42812  
(618) 476-5772  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Flooring  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
**Head of Sales:** Wayne Crooks  
**Head of Engineering:** Tom Lutz  
**Geographic Coverage:** International  
**Year Established:** 1965  
**Number of Employees:** 35

**GRAPHIC LAMINATIONS, INC.**  
Delecode  
3123 St. Clair Ave.  
Cleveland, OH 44103  
(216) 861-2120  
**Major Markets:** Miscellaneous Computer Supplies; Manufacturing  
**Products Offered:** Data Collection; Cards  
**Contacts:**  
**Head of Sales:** Roger Torrey  
**Head of Engineering:** Ken Stark  
**Head of Customer Service:** Denise Perillo  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 50

**HAMMILLER BORTER CO.**  
3158 Production Dr.  
Fairfield, OH 45014  
(513) 574-9499  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Furniture  
**Geographic Coverage:** International  
**Year Established:** 1966  
**Number of Employees:** 80

**KARDEX SYSTEMS, INC.**  
P.O. Box 171  
Marion, OH 45750  
(614) 374-6200  
**Major Markets:** Miscellaneous Computer Supplies; Retail; Warehousing; Miscellaneous; Fire Protection  
**Products Offered:** Insulated Files  
**Net Sales:** \$25 Million - \$100 Million (1981)  
**Contacts:**  
**Head of Marketing:** Arthur Jones  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 700

**LABVIEW CORP/SPRINT**  
Luthin Commerce Dr.  
2100 Commerce Dr.

Franklin, OH 43140  
(618) 252-8521  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Flooring; Artistic; Mats  
**Net Sales:** More than \$100 Million (1982)  
**Contacts:**  
**Head of Marketing:** R. G. Marchion  
**Head of Sales:** T. W. Whitaker  
**Head of Engineering:** D. C. Johnson  
**Head of Customer Service:** T. E. Schmidt  
**Geographic Coverage:** International  
**Year Established:** 1984  
**Number of Employees:** 3,500

**SEENA SHAPES, INC.**  
7320 Clover Ave.  
Building 7  
Mentor, OH 44060  
(216) 942-3888  
**Major Markets:** Systems House (Commercial OEM); Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Contacts:**  
**Head of Customer Service:** Tamara Orton  
**Geographic Coverage:** Regional  
**Year Established:** 1978  
**Number of Employees:** 10

**SELISSE SAFE CO.**  
6245 Industrial Pkwy.  
P.O. Box 2458  
Whitehouse, OH 43071  
(618) 877-5352  
**Major Markets:** Office Equipment; Manufacturing; Miscellaneous Computer Supplies  
**Products Offered:** Data Sales  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
**Head of Sales:** Thomas Leach  
**Head of Engineering:** Ralph McClellan  
**Head of Customer Service:** Barbara Arnold  
**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 150

**SCS CORP.**  
Systems Group  
3085 Warrington Church Road  
Lancaster, OH 45242  
(618) 445-5000  
**Major Markets:** Miscellaneous Computer Supplies; Business Forms and Supplies; Computer Users; Banking; Insurance; Business  
**Products Offered:** Forms; Ribbons; Disk Packs; Disettes; Tapes  
**Number of Employees:** 2,200

**THE AMERICAN BUSINESS SYSTEMS, INC.**  
13920 Chester Road  
Cincinnati, OH 45215  
(513) 772-9200  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Ribbons; Cartridges  
**Contacts:**

## Suppliers

Head of Marketing: Lowell Cook  
Geographic Coverage: International  
Year Established: 1960  
Number of Employees: 100

**SON ALLER PAPER, INC.**  
Business Forms Division  
P.O. Box 125 W.C. Branch  
Dayton, OH 45448  
(513) 860-7481  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms, Paper  
Net Sales: More than \$100 million  
(1982)  
Contacts:  
Head of Marketing: H. R. Friesland  
Geographic Coverage: National  
Year Established: 1983  
Number of Employees: 1,000

**SCORNFOLD INTERNATIONAL, INC.**  
3704 Vilfronville Pkwy  
P.O. Box 2125  
Dayton, OH 45428  
(513) 288-2773  
Major Markets: Office Equipment  
Manufacturing; Miscellaneous  
Computer Supplies; Accounting  
Workflowing; Computer Centers;  
Banning; Medical  
Target Applications: Offices  
Products Offered: Accounting Forms  
Net Sales: \$100,000 - \$500,000  
(1982)  
Contacts:  
Head of Marketing: Tom Miller  
Head of Sales: Tom Schell  
Head of Customer Service: Julie  
Huntington  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 10

**STANDARD REGISTER CO.**  
P.O. Box 11467  
Dayton, OH 45401  
(513) 223-8181  
Major Markets: OEM (Computer  
Systems); Systems House  
(Commercial OEM);  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Medical; Industrial; Healthcare;  
Industrial  
Products Offered: Forms, Forms  
Handling Equipment  
Net Sales: More than \$100 million  
(1981)  
Contacts:  
Head of Marketing: Robert Purkett  
Geographic Coverage: International  
Year Established: 1912  
Number of Employees: 4,370

**VALMEX SYSTEMS, INC.**  
Motor Systems and Equipment  
7 Reno  
P.O. Box 171  
Mentone, OH 42750  
(614) 374-9200  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Tapes; Furniture;  
Filing Cabinets; Record Control  
Net Sales: \$25 million - \$100 million  
(1981)  
Contacts:

Head of Marketing: A. Jones  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 500

### OKLAHOMA

**CENTRAL STATE BUSINESS FORMS, INC.**  
P.O. Box 9  
Dewey, OK 74009  
(918) 534-1280  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms, Ribbons;  
Disk Packs  
Contacts:  
Head of Sales: Connie Hanna  
Geographic Coverage: National  
Year Established: 1968  
Number of Employees: 300

**CENTRAL STATES BUSINESS FORMS**  
P.O. Box 9  
Dewey, OK 74009  
(918) 534-1280  
Major Markets: Miscellaneous  
Computer Supplies; Distribution  
Products Offered: Forms, Labels  
Contacts:  
Head of Marketing/Sales: John Rose  
Geographic Coverage: Regional  
Year Established: 1967  
Number of Employees: 130

**INTERNATIONAL TURN-KEY SYSTEMS**  
Suite 101  
1302 Sovereign Row  
Chattanooga, TN 37408  
(405) 948-3267  
Major Markets: OEM (Computer  
Systems); Software House; Data  
Services (Service Bureau);  
Miscellaneous Computer Supplies;  
Personnel; Mining  
Products Offered: Forms; Ribbons;  
Disk Packs; Databases; Tapes  
Net Sales: \$1 million - \$6 million  
(1981)  
Geographic Coverage: National  
Year Established: 1977  
Number of Employees: 18

**MARSHING MEDIA, INC.**  
10126 E. 50th Place  
Tulsa, OK 74145  
(918) 654-2255  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Tapes;  
Cartridges  
Geographic Coverage: National  
Year Established: 1975

### OREGON

**TRANSPORTATION DATA EXCHANGE (TDE)**  
1725 N. W. Quincy

P.O. Box 10291  
Portland, OR 97210  
(503) 220-2600  
Major Markets: Software House;  
Systems House (Commercial OEM);  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Motor Freight; Transportation  
Products Offered: Forms, Ribbons;  
Disk Packs; Databases; Tapes;  
Furniture  
Net Sales: \$1 million - \$5 million  
(1981)  
Contacts:  
Head of Marketing/Sales: Fred  
McConnell  
Head of Software/Customer Service:  
Sai Grogg  
Geographic Coverage: National  
Year Established: 1980  
Number of Employees: 45

### PENNSYLVANIA

**AP SYSTEMS, INC.**  
5422 Lane St.  
Philadelphia, PA 19144  
(215) 505-5585  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Furniture  
Net Sales: \$500,000 - \$1 million  
(1981)  
Contacts:  
Head of Marketing/Sales: Vincent  
Piro  
Geographic Coverage: National  
Year Established: 1979  
Number of Employees: 30

**COMPUTER SUPPORT SERVICES, INC.**  
38 N. 3rd St.  
P.O. Box 500  
Lancaster, PA 17307  
(717) 534-4554  
Major Markets: Software House;  
Systems House (Commercial OEM);  
Data Services (Service Bureau);  
Miscellaneous Computer Supplies;  
Manufacturing; Banning; Trucking  
Target Applications: Construction  
Products Offered: Forms, Ribbons;  
Disk Packs; Databases; Tapes;  
Furniture  
Net Sales: \$500,000 - \$1 million  
(1982)  
Contacts:  
Head of Marketing/Sales: Daimir  
Ritter  
Head of Software/Customer Service:  
David Cornish  
Geographic Coverage: Regional  
Year Established: 1975  
Number of Employees: 11

**GENERAL BUSINESS SYSTEMS**  
475 Adams Ave.  
Philadelphia, PA 19120  
(215) 752-4200  
Major Markets: Miscellaneous  
Computer Supplies; Insurance;  
Banking; Industry  
Products Offered: Forms; Ribbons;

Disk Packs; Databases; Form  
Handling Equipment  
Net Sales: \$500,000 - \$1 million  
(1982)  
Geographic Coverage: Regional  
Year Established: 1958  
Number of Employees: 5

**HUNT MANUFACTURING CO.**  
Leaning Products  
1455 Locust St.  
Philadelphia, PA 19102  
(215) 752-7700  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture;  
Accounting Covers  
Geographic Coverage: National

**INOTEX SYSTEMS, INC.**  
P.O. Box 360  
Celanov, PA 15139  
(412) 826-8270  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Contacts:  
Head of Engineering: Thomas Rice  
Head of Customer Service: John  
Selawski  
Geographic Coverage: National  
Year Established: 1981  
Number of Employees: 300

**JR FURNITURE SYSTEMS**  
121 Park Ave.  
Quakertown, PA 18851  
(215) 538-3353  
Major Markets: Miscellaneous  
Computer Supplies; Business  
Products Offered: Furniture  
Contacts:  
Head of Marketing/Sales: Harvey  
Westman  
Geographic Coverage: International  
Year Established: 1950

**LITTON BUSINESS SYSTEMS, INC.**  
Cable Business Furniture  
640 Whistler Road  
P.O. Box 1428  
York, PA 17405  
(717) 854-1545  
Major Markets: Miscellaneous  
Computer Supplies; Dealers  
Products Offered: Forms; Furniture;  
Cards  
Contacts:  
Head of Marketing: Gary H. Beas  
Head of Sales: Peter A. Beas  
Head of Engineering: William  
Wheeler  
Head of Customer Service: Thomas  
Kearney  
Geographic Coverage: National  
Year Established: 1925  
Number of Employees: 1,000

**PAPER MANUFACTURERS CO.**  
Paper Products  
5800 Bustleton Ave.  
Philadelphia, PA 19151  
(215) 873-4300  
Major Markets: Miscellaneous  
Computer Supplies; Banning;  
Feta  
Products Offered: Forms; Paper  
Products

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## Suppliers

### Geographic Coverage: National Number of Employees: 150

#### ROYAL FOREIGN INDUSTRIES, INC.

Center & Arrivals Ave.  
Philadelphia, PA 19134  
(215) 265-8050  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Microfilm  
Peripherals  
Geographic Coverage: National  
Year Established: 1980  
Number of Employees: 400

#### TECHNOLOGY PRODUCTS, INC.

1080 Route 300  
Montgomeryville, PA 18936  
(215) 646-5515  
Major Markets: Maintenance/Other  
Services; Miscellaneous Computer  
Supplies; OEM; Manufacturing  
Computer Security; Electronic Office  
Equipment  
Products Offered: Terminal Locks  
Geographic Coverage: National  
Year Established: 1980  
Number of Employees: 10

#### WISS SYSTEMS, INC.

Suite 018  
One Bank Plaza  
Bala Cynwyd, PA 19004  
(215) 687-6262  
Major Markets: Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Legal; Banking; Insurance  
Target Applications: Manufacturing  
Products Offered: Ribbons; Diskettes  
Contact: Head of Marketing/Sales: Harold  
Hofflander  
Head of Customer Service: Sharon  
Karnoff  
Year Established: 1978  
Number of Employees: 30

#### YR OFFICE FURNITURE SYSTEMS, INC.

520 First St.  
Lisle, IL 17543  
(717) 626-3220  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture;  
Acoustic Covers  
Contact: Head of Marketing: Mike Weaver  
Geographic Coverage: National  
Year Established: 1982  
Number of Employees: 200

### RHODE ISLAND

#### PROCESS AUTOMATION GROUP

1915 Westman Ave.  
P.O. Box 4158  
E. Providence, RI 02914  
(401) 434-2782  
Major Markets: OEM (Computer

Systems); OEM (Peripherals-  
Terminals); Software Houses;  
Systems House (Commercial OEM);  
Data Services (Service Bureau);  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplier;  
Manufacturing; Retail;  
Communications; Custom Software;  
Accounting  
Products Offered: Forms; Ribbons;  
Disk Packs; Diskettes; Tapes  
Net Sales: \$100,000 - \$500,000  
(1981)  
Geographic Coverage: National  
Year Established: 1970  
Number of Employees: 116

### SOUTH CAROLINA

#### TEA INTERNATIONAL

Software Exchange/Services  
214 E. Bridge St.  
St. Matthews, SC 29135  
(803) 655-5475  
Major Markets: OEM (Computer-  
Terminals); Software Houses;  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplier;  
Wholesale; Manufacturing; General  
Business  
Target Applications: Retail; Order  
Entry; Inventory Control; General  
Accounting; Payroll  
Products Offered: Diskettes  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 2

### SOUTH DAKOTA

#### SYNDIOS

Software Sales Enterprises, Inc.  
P.O. Box 130  
Mitchell, SD 57301  
(605) 994-8200  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Disk Packs;  
Diskettes; Tapes; Data Cartridges;  
Magnetic Cards  
Contact: Head of Sales: Rick Van Hoven  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 200

### TENNESSEE

#### PELHAM, INC.

300 Dealey Dr.  
Franklin, TN 37064  
(615) 799-8171  
Major Markets: Miscellaneous

Computer Supplies; Word  
Processing; Printing; Data  
Processing  
Products Offered: Ribbons  
Contact: Head of Marketing: Chandler Karnal  
Head of Sales: Kevin Acheson  
Geographic Coverage: National  
Year Established: 1978  
Number of Employees: 400

### TEXAS

#### COMPUTER ROOM EQUIPMENT, INC.

Suite 1  
4530 W. 34th St.  
Houston, TX 77062  
(713) 680-8139  
Major Markets: Dealer/Distributor;  
Maintenance/Computer Supplier;  
DP  
Products Offered: Flooring; Air  
Conditioning  
Net Sales: \$500,000 - \$1 Million  
(1982)  
Geographic Coverage: Texas  
Year Established: 1981  
Number of Employees: 5

#### COMPUTER BROSERS, INC.

8218 Westcott Row  
Dallas, TX 75247  
(214) 500-0200  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contact: Head of Marketing: Mary Ann  
Mittchen  
Geographic Coverage: National  
Year Established: 1975  
Number of Employees: 80

#### COMPUTERISED BUSINESS SYSTEMS, INC.

2108 W. Freeway  
Fort Worth, TX 76102  
(817) 332-1815  
Major Markets: Systems House  
(Commercial OEM);  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplier;  
Small Business  
Products Offered: Forms; Ribbons;  
Disk Packs; Diskettes; Tapes  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contact: Head of Software: Mark Pickett  
Geographic Coverage: Regional  
Year Established: 1978  
Number of Employees: 24

#### RAMYTEK

1251 Columbia  
Richardson, TX 75081  
(214) 783-8712  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies;  
Dealers  
Products Offered: Ribbons;

Diskettes; WP Supplies  
Contact: Head of Marketing: Dick Jackson  
Geographic Coverage: National  
Year Established: 1977  
Number of Employees: 80

#### BATTAMBO

1281 Columbia  
Richardson, TX 75081  
(214) 783-1681  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Envelope Feeder;  
Forms; Tractor  
Contact: Head of Sales: Frank Humphries  
Geographic Coverage: National  
Year Established: 1978  
Number of Employees: 80

#### SWISS BUSINESS FORMS, INC.

107 N. Sherman St.  
Elm, TX 75116  
(214) 875-2811  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms  
Geographic Coverage: National  
Year Established: 1905  
Number of Employees: 1,300

#### GRANHAM MAGNETICS, INC.

825 Industrial Park Blvd.  
N. Richland Hills, TX 78118  
(817) 381-8450  
Major Markets: Miscellaneous  
Computer Supplies; Banking;  
Communications; DP  
Products Offered: Tapes; Cleaning  
Rins  
Net Sales: \$25 Million - \$100 Million  
(1982)  
Contact: Head of Marketing: Herb Schmitt  
Head of Sales: Art Field  
Geographic Coverage: International  
Year Established: 1965  
Number of Employees: 750

#### HEXCO, INC.

Hexco Building  
Highway 38 S.  
Hurst, TX 76024  
(817) 338-4424  
Major Markets: Miscellaneous  
Computer Supplies; IBM Users  
Products Offered: Debugging Ruler  
Contact: Head of Marketing/Sales: Linda  
Tarnoff  
Geographic Coverage: National  
Year Established: 1967  
Number of Employees: 9

#### MEDIA RECOVERY, INC.

1435 Round Table Road  
Dallas, TX 75247  
(214) 632-8625  
Major Markets: Peripheral  
Manufacturing; Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Manufacturing  
Products Offered: Ribbons; Disk  
Packs; Tapes  
Contact: Head of Marketing: J. Richard Jr.



## Suppliers

Head of Sales: D. Medley  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 70

**MOOREST MAGNETICS**  
Suite 1433  
13773 H. Central Expressway  
Dallas, TX 75243  
(214) 235-8551  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Ribbons; Disk  
Packs; Disks; Tapes  
Geographic Coverage: National  
Year Established: 1979  
Number of Employees: 10

**MOORE PAPER CO.**  
100 Hogan St.  
Houston, TX 77009  
(713) 224-9191  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies;  
Bus, Manufacturing  
Products Offered: Forms; Disk  
Packs; Disks; Tapes  
Geographic Coverage: Texas  
Year Established: 1935  
Number of Employees: 320

**NORTHERN TELSOL, INC.**  
1001 E. Aquila Road  
Nelson Highway 54  
P.O. Box 13010  
Henderson, TX 75081  
(214) 238-7900  
Major Markets: Computer; Terminal;  
Peripheral and Communications  
Equipment Manufacturing; OEM  
Computer Systems; OEM  
(Peripherals; Terminals); Data  
Services (Service Bureau);  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Fortune 1000; Government  
Target Applications: Telephone  
Centric  
Head of Sales: Nelson Boyd  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 15,000

**PERNA PRODUCTS CO.**  
P.O. Box 24728  
Dallas, TX 75224  
(214) 298-4225  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Storage  
Peripherals  
Geographic Coverage: International  
Year Established: 1954  
Number of Employees: 120

**ROYAL BEATING CORP.**  
1110 Industrial Blvd.  
P.O. Box 753  
Carrollton, TX 75630  
(817) 887-4421  
Major Markets: Office Equipment  
Manufacturing; Miscellaneous  
Computer Supplies  
Products Offered: Furniture  
Net Sales: \$5 Million - \$25 Million  
(1981)

**Customers**  
Head of Marketing/Sales: Lomira  
Moore  
Geographic Coverage: National  
Year Established: 1969  
Number of Employees: 150

**TELETYPE, INC.**  
2625 W. 119  
Houston, TX 77008  
(713) 865-8500  
Major Markets: Communications  
Equipment Manufacturing; OEM  
(Peripherals; Terminals);  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies  
Products Offered: Forms; Ribbons;  
Disk Packs; Disks; Tapes;  
Furniture  
Net Sales: \$5 Million - \$25 Million  
(1981)  
Contact:  
Head of Marketing: Thomas D.  
Foley  
Head of Software/Engineering: John  
Foley  
Geographic Coverage: Regional  
Year Established: 1969  
Number of Employees: 75

**TRANSCONTINENTAL  
SYSTEMS/TOOLS**  
Suite 118  
313 Dakota St.  
San Antonio, TX 78203  
(512) 224-0817  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Ribbons; Disk  
Packs; Disks; Tapes; Supplies;  
Furniture  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contact:  
Head of Marketing: Horacio Orta  
Geographic Coverage: Texas  
Year Established: 1960  
Number of Employees: 7

**UNIVERSITY COMPUTING SYS.**  
Applications Software Division  
UCC Tower  
Exchange Park  
Dallas, TX 75226  
(214) 355-7130  
Major Markets: OEM (Computer  
Systems); OEM (Peripherals-  
Terminals); Software Bureau;  
Dealer/Distributor; Miscellaneous  
Computer Supplies  
Products Offered: Forms; Ribbons;  
Disk Packs; Disks; Tapes  
Supplies  
Net Sales: More Than \$100 Million  
(1981)

**Customers**  
Head of Marketing: J. Alan Huff  
Head of Software: Wally Yarb  
Head of Engineering: Hugo Blier  
Geographic Coverage: International  
Year Established: 1963  
Number of Employees: 1,750

**WALLACE COMPUTER  
SERVICE**  
Omaha  
1801 W. Masonic Dr.  
Omaha, NE 68104

P.O. Box 701  
Brown, TX 77835  
(409) 838-4151  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Ribbons  
Geographic Coverage: National  
Year Established: 1972

### UTAH

**ASSOCIATED BUSINESS  
PRODUCTS**  
183 W. 2100 S.  
Salt Lake City, UT 84119  
(801) 486-8235  
Major Markets: Software House;  
Dealer/Distributor; Miscellaneous  
Computer Supplies  
Products Offered: Ribbons;  
Disks  
Geographic Coverage: Utah;  
Wyoming, Idaho  
Year Established: 1975  
Number of Employees: 34

**THE COMPUTER CENTER**  
146 E. Second S.  
Salt Lake City, UT 84111  
(801) 521-0310  
Major Markets: OEM (Computer  
Systems); OEM (Peripherals-  
Terminals); Software House;  
Dealer/Distributor; Manufacturing  
Representative; Retail Store;  
Distributor; Dealer;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Auto Parts; Manufacturing; Legal  
Target Applications: Medical  
Accounting  
Products Offered: Forms; Ribbons;  
Disk Packs; Disks; Tapes;  
Furniture  
Net Sales: \$5 Million - \$10 Million  
(1983)  
Contact:  
Head of Marketing/Sales: Loren B.  
Frost  
Geographic Coverage: Regional  
Year Established: 1962  
Number of Employees: 28

### VIRGINIA

**ACCOUNTING SUPPLIES AND  
SYSTEMS, INC.**  
P.O. Box 21  
Falls Church, VA 22046  
(703) 278-9949  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms; Ribbons;  
Disk Packs; Disks; Tapes;  
Furniture; Flooring  
Contact:  
Head of Marketing/Sales: Nancy  
Mastro  
Head of Engineering: H. G. Anderson  
Geographic Coverage: National  
Year Established: 1954

Number of Employees: 100  
**BATISTAPPE CORP.**  
1575 Ann St. Extension  
Charlottesville, VA 22901  
(804) 295-4558  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Data Products  
Geographic Coverage: International  
Year Established: 1965  
Number of Employees: 35

**SYNOPSIS SCIENTIFIC, INC.**  
Suite 525 Century Blvd.  
2541 Jefferson Davis Highway  
Arlington, VA 22202  
(202) 879-1945  
Major Markets: Component;  
Computer; Terminal and  
Manufacturing; Communications  
Equipment Manufacturing; OEM  
(Peripherals; Terminals); Software  
House; Systems House (Computer  
OEM); Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Digital Panel Reader; Industrial  
Tape; DOD Electronic Warfare;  
Tutorial Management; Computer  
Systems Interface; Surveillance  
Centric  
Head of Marketing: David E.  
Dorcas  
Head of Sales: Donald Litt  
Head of Customer Service: G.  
Altmus  
Number of Employees: 140

**PARADISE SYSTEMS CORP.**  
13854 Park Center Road  
Harrison, VA 22071  
(703) 425-0100  
Major Markets: Software House;  
Miscellaneous Computer Supplies;  
Banking  
Products Offered: Credit Cards  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contact:  
Head of Marketing: Ann Carter  
Geographic Coverage: National  
Year Established: 1968  
Number of Employees: 85

**MTI SYSTEMS, INC.**  
1500 Planning Research Dr  
McLean, VA 22102  
(703) 556-3200  
Major Markets: Terminal and Office  
Equipment Manufacturing; Software  
House; Miscellaneous Computer  
Supplies; Network Services;  
Communications; Consulting  
Services; Training and Training, MS  
Service  
Contact:  
Head of Marketing/Sales: P.  
Schneiderman  
Head of Software: Fran O'Neil  
Head of Engineering: Steve Esh  
Head of Customer Service: Jeff  
Cummings  
Year Established: 1962  
Number of Employees: 50  
**DETS, INC.**  
1487 Chain Bridge Road  
McLean, VA 22101

## Suppliers

### (703) 508-9000

**Major Markets:** OEM (Computer Systems), OEM (Peripherals/Terminals), Software House, Systems House (Commercial OEM), Data Services (Service Bureau), Dealer/Distributor, Maintenance/Other Services, Miscellaneous Computer Supplies, Engineering, Real-Time Process, Communication  
**Target Applications:** Disk I/O, Systems Software  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 30

### WISCONSIN

**LEGGITT & PLATT, INC.**  
 1625 Wisconsin Ave.  
 Oshkosh, WI 53004  
 (414) 377-9270  
**Major Markets:** Miscellaneous Computer Supplies  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
 Head of Marketing: Bob Mueller  
 Head of Engineering: Joe Smith  
**Geographic Coverage:** National  
**Year Established:** 1947  
**Number of Employees:** 250

**INTELL MANAGEMENT & MAGNETICS, INC.**  
 3725 A N. 126th St.  
 Brookfield, WI 53005  
 (414) 753-6423  
**Major Markets:** Dealer/Distributor

**Miscellaneous Computer Supplies**  
**Products Offered:** Forms, Ribbons, Disk Packs, Disettes, Tapes, Furniture  
**Contacts:**  
 Head of Marketing: Carrie Griggs  
**Geographic Coverage:** National  
**Year Established:** 1977  
**Number of Employees:** 10

### IL-NEV

740 S. Commerce St.  
 Shelbyville, WI 53081  
 (414) 457-4823  
**Major Markets:** Miscellaneous Computer Supplies, Computer Office, Resort  
**Target Applications:** Dormitory  
**Products Offered:** Furniture  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**

Head of Marketing/Sales: Don Schindler  
**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 300

**SHADE INFORMATION SYSTEMS, INC.**  
 Green Bay, WI 54305  
 (414) 456-8300  
**Major Markets:** Miscellaneous Computer Supplies, Fortune 500  
**Products Offered:** Forms  
**Geographic Coverage:** National  
**Year Established:** 1965  
**Number of Employees:** 300

**SPACELAYER CORP.**  
 1450 Janetteville Ave.  
 Port Koshong, WI 53058  
 (414) 563-6362  
**Major Markets:** Miscellaneous Computer Supplies, Insurance

### France, Medical

**Target Applications:** Manufacturing, Vault Tape Storage, Pinout Storage  
**Products Offered:** High Density, Mobile Storage  
**Contacts:**  
 Head of Marketing/Sales: Peter J. Boerw  
 Head of Software/Engineering: John A. Sella  
 Head of Customer Service: Richard Chayka  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 75

### SYCOM

Date-Pen  
 3617 W. Beltline Highway  
 P.O. Box 7547  
 Madison, WI 53707  
 (608) 271-1130  
**Major Markets:** OEM (Computer Systems), OEM (Peripherals/Terminals), Systems House (Commercial OEM), Data Services (Service Bureau), Miscellaneous Computer Supplies, Medical, Dental, Optometric  
**Products Offered:** Miscellaneous Computer Supplies, Forms, Ribbons, Disk Packs, Disettes, Tapes, Furniture  
**Net Sales:** \$3 Million - \$25 Million (1981)  
**Contacts:**  
 Head of Marketing/Sales: Denis Gregyn  
 Head of Software: William Arthur Dewey  
 Head of Engineering: Lawrence Thompson  
**Geographic Coverage:** International  
**Year Established:** 1964  
**Number of Employees:** 180

### YANIER GRAPHICS CORP.

12600 Robin Lane  
 P.O. Box 344  
 Brookfield, WI 53005  
 (414) 781-7300  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**  
 Head of Marketing/Sales: Steve Otto  
**Geographic Coverage:** National  
**Year Established:** 1947  
**Number of Employees:** 65

### WYOMING

**NATIONAL DATATAC, INC.**  
 4255 Cy Ave.  
 Casper, WY 82604  
 (307) 265-8468  
**Major Markets:** Software House, Systems House (Commercial OEM), Dealer/Distributor, Miscellaneous Computer Supplies, Architecture, Medical, Legal  
**Target Applications:** Banks, General Accounting  
**Products Offered:** Forms, Ribbons, Disk Packs, Disettes, Tapes, Furniture, Flooring  
**Contacts:**  
 Head of Marketing: Guy Montgomery  
 Head of Sales: Richard Weiss  
 Head of Engineering: Ray Golob  
**Geographic Coverage:** Wyoming  
**Year Established:** 1979  
**Number of Employees:** 14

PLOTTERS

## Plotter Index

### Index to Plotters by Technology Type

A plotter is a computer-output device that generates graphics; the following index is designed to provide an overview of the plotters contained in this section of the buyer's guide. The index has been sorted according to plotter type — drum, electrostatic or flat-bed — and contains information on the product, the price and the page number on which the complete product listing can be found. In addition, there is an additional section which contains plotters which use other technologies.

#### Drum Plotters

VENDOR	MODEL	PRICE	PAGE
Atari, Inc.	1000 COLOR PRINTER	\$299	D-29
Barnes, Inc.	1312/1313	N/A	D-29
	1320/1321 PEN PLOTTER	N/A	D-29
	1330/1331 PEN PLOTTER	N/A	D-29
	1445	N/A	D-30
CalComp	CALCOMP 1012	\$1,405	D-30
	CALCOMP 1017	N/A	D-30
	CALCOMP 1038	N/A	D-30
	CALCOMP 1039	N/A	D-30
	CALCOMP 1081	N/A	D-30
	CALCOMP 1085	\$25,250	D-30
	CALCOMP 1090	\$34,890	D-30
Commander Business Machines, Inc.	C-1000 PLOTTER PRINTER	N/A	D-31
Data Design Logic Systems, Inc.	MODEL 2700	\$11,500	D-31
	MODEL 3400	\$14,500	D-31
Digital Equipment Corp.	LXT 11	\$11,250	D-31
	LXT 21	\$15,800	D-31
	COMPLIT PLOTTER CPS-18	\$13,950	D-33
Hamilton Instrument Co.	COMPLIT PLOTTER CPS-20	\$3,995 to \$4,595	D-33
	COMPLIT PLOTTER CPS-30	\$5,995	D-33
	OMP-31 SERIES	N/A	D-33
	OMP-32 SERIES	\$4,495	D-33
	HPLIT PLOTTER OMP-40.2	\$995	D-33
	HPLIT PLOTTER OMP-41.02	\$2,195	D-33
Intitape Corp.	TP-3000	\$15,900	D-34
Minot Computer Graphics	5400	\$38,900	D-34
	ZETA 8	\$5,950	D-34
	ZETA 802	\$12,950	D-34
	ZETA 806	\$15,950	D-34
	ZETA 3810	\$25,900	D-34
	ZETA 3820	\$32,900	D-34
Optics International, Inc.	4040	\$200,000	D-34
	C-4300	\$82,000	D-34
	C-4500	\$108,000	D-34
	L-2420	\$130,000	D-34
	L-3600	\$85,000	D-36
	P-1500	\$60,000	D-36
	P-1700	\$106,000	D-36
Seabrook, Inc.	MODEL 280	\$735	D-36
	MODEL 290	\$995	D-36

#### Electrostatic Plotters

VENDOR	MODEL	PRICE	PAGE
Barnes, Inc.	9111	N/A	D-29
	9116	N/A	D-29
	9122	N/A	D-29
	9211 ELECTROSTATIC	N/A	D-29
	9222	N/A	D-29
	9322	N/A	D-29

## Plotter Index

Belmont, Inc.	8336	N/A	D-28
	8344	N/A	D-28
	8424	N/A	D-28
	8436	N/A	D-28
	8444	N/A	D-28
CalComp	CALCOMP 5000/5008	\$9,840	D-28
	CALCOMP 5100/5106	\$19,750	D-28
	CALCOMP 5200	\$10,540	D-28
	CALCOMP 5300	\$23,780	D-28
	CALCOMP 5500	\$26,500	D-28
Versatec, Inc.	8202P	N/A	D-28
	8202P	\$26,500	D-28
	8202P	\$26,500	D-28
	8202P	\$41,500	D-28
	8202P	\$53,500	D-28
	8244A	\$56,200	D-28
	8273A	\$43,000	D-28
	8273A	\$96,000	D-28
	V80	\$9,350	D-28
	V80F	\$9,550	D-28

## Flatbed Plotters

VENOR	MODEL	PRICE	PAGE
Alpha Microsystems	ALPHAPLOT I	\$4,880	D-29
	ALPHAPLOT II	\$5,330	D-29
Amdek	AMDEK 100	\$1,080	D-29
	AMDEK 100	\$748	D-29
Apple Computer, Inc.	APPLE COLOR PLOTTER	\$799	D-29
Aristo Graphic Corp.	ARISTO 100 SE	\$48,000 to \$70,000	D-29
CalComp	CALCOMP 84	\$1,995	D-30
Computer Task, Inc.	300 FLATBED PLOTTER	\$42,500	D-31
	500 SINGLE PEN FLATBED PLOTTERS	\$12,200	D-31
Data Design Logic Systems, Inc.	MODEL 3350	\$5,500	D-31
Data Technology, Inc.	DT 3454	\$25,000	D-31
	DT 4586	\$27,000	D-31
Digital Equipment Corp.	LWP16 COLOR GRAPHIC PLOTTER	N/A	D-31
Ester Computer, Inc.	SR SHOOTER MODEL 600	\$1,000	D-31
Spence, Inc.	CEC 4436	\$2,000	D-31
Garber Scientific Instrument Co.	AUTOMATIC DRAFTING TABLE MODEL 75	\$130,000	D-32
	HIGH PRECISION ARTWORK GEN SYS MODEL 1434	\$720,000	D-32
	MODEL 32	N/A	D-32
	MODEL 77	N/A	D-32
	PHOTOPLOTTER MODEL 35	\$236,000	D-32
	PHOTOPLOTTER MODEL 41	\$44,000	D-32
	VIDEO DRAFTING SYSTEM MODEL 2500	\$175,000	D-32
Gould, Inc.	COLORWRITER 7	\$1,695	D-32
Harwell-Packard Co.	720C/1/228/C/1/367/C/1/	N/A	D-32
	HP 7557	\$5,800	D-32
Houston Instrument Co.	HPLOT PLOTTER DMF-26	\$2,295	D-32
Image Graphics, Inc.	HPLOT PLOTTER DMF-26-S	\$2,295	D-32
Intercon Systems Corp.	ORT 2000	\$400,000	D-32
Minuteman Tidy	PXY 3	\$799	D-34
Personics Industrial Co.	VP-6801P	\$1,585	D-36
	VP-6802P	\$1,585	D-36
Reid-DG	DCI-410	\$895	D-36
Sony Business Systems Corp.	PR 100 XY	\$980 to \$1,080	D-36
Tandy Corp.	FP 215 PLOTTER/PRINTER	\$895	D-36
Teknics, Inc.	4686 INTERACTIVE DIGITAL PLOTTER	\$5,900	D-36
	4686S INTERACTIVE DIGITAL PLOTTER	\$10,900	D-36
Wardner Graphics, Inc.	MP 1000	N/A	D-36
Yokogawa of America	PL 2000	\$2,900	D-36

## Plotters Using Other Technologies

VENOR	MODEL	PRICE	PAGE
Aristo Graphic Corp.	ARISTO 200	\$83,000	D-29
Belmont, Inc.	1565 RADIAL BED PEN PLOTTER	N/A	D-29

## Plotter Index

<b>Inteman, Inc.</b>	1015 ELECTROSTATIC PLOTTER	N/A	D-39
<b>CalComp</b>	CALCOMP 945	\$115,790	D-39
	CALCOMP 985	\$20,500	D-39
	CALCOMP 975	\$20,615	D-39
<b>Digital Equipment Corp.</b>	CORRESPONDENT LA12	\$1,585	D-31
	DEC WRITER IV LAM-IV	\$1,550	D-31
	LETTERPRINTER 100 LA100	\$2,500	D-31
<b>Enter Computer, Inc.</b>	SHEET-P 100	\$785	D-31
<b>Garber Scientific Instrument Co.</b>	PHOTOPLOTTER MODEL 30	\$150,000	D-39
	SUPERPLOTTER MODEL 42	\$56,000	D-39
<b>Galileo Industries, Inc.</b>	SUPERPLOTTER MODEL 43	\$67,000	D-39
	MICROPLOT 80	\$1,995	D-39
	SUPERPLOT 80	\$2,495	D-39
<b>Hewlett-Packard Co.</b>	796A/725B	N/A	D-39
	HP 7470A GRAPHICS PLOTTER	\$1,075	D-39
	HP 7340B	\$16,100	D-39
	HP 7355B	\$22,000	D-39
	ESR 2000	\$350,000 to \$550,000	D-39
<b>Image Graphics, Inc.</b>	VIDEO PRINT MODEL 6000	\$5,000	D-39
<b>Imagplus, Inc.</b>	IMAGEFINDER 1005	\$95,000	D-39
<b>Intemex Corp.</b>	5412	\$1,396	D-34
	5424	\$2,875	D-34
<b>Salta Instruments USA, Inc.</b>	CH-3001 COLOR HARD COPIER	N/A	D-39
<b>Western Graphics, Inc.</b>	WX4731 PLOT WRITER	\$2,490	D-39
<b>Yokogawa of America</b>	PL1000	\$995 to \$1,150	D-39

## Plotters

### ALPMA MICRO CORP. ALPMAPLOT

Compatibility: HP 7580  
 Plotter Type: Flatbed  
 Accuracy: 0.01000 in.  
 Resolution: 0.01000 in.  
 Number and Types of Pens: 6,  
 Liquid Ink/Technical, Flat-Tip  
 Peak Pen Speed: 8 in./sec  
 Output Mediums: Paper, Film, Mylar  
 Max. Output Size: 10 in. by 30 in.  
 Data Transmission Characteristics:  
 Ascii, PC, Parallel, Serial  
 Price: \$4,500  
 Distribution Method: Third-Party  
 Number Installed to Date: 100 - 500  
 Date First Installed: January 1983  
 (See Vendor Profile Page V-3)

### ALPMA MICRO CORP. ALPMAPLOT 3

Compatibility: HP 7580  
 Plotter Type: Flatbed  
 Accuracy: 0.01000 in.  
 Resolution: 0.01000 in.  
 Number and Types of Pens: 6,  
 Liquid Ink/Technical, Flat-Tip  
 Peak Pen Speed: 8 in./sec  
 Output Mediums: Paper, Film, Mylar  
 Max. Output Size: 10 in. by 30 in.  
 Data Transmission Characteristics:  
 Ascii, PC, Parallel, Serial  
 Price: \$2,500  
 Distribution Method: Third-Party  
 Number Installed to Date: Under  
 100  
 Date First Installed: January 1983

### AMBER

AMPLLOT-8  
 Plotter Type: Flatbed  
 Accuracy: 0.00020 in.  
 Resolution: 0.00020 in.  
 Number and Types of Pens: 6,  
 Flat-Tip, Ceramic/Resist-Tip  
 Peak Pen Speed: 8 in./sec  
 Output Mediums: Paper, Film, Mylar  
 Max. Output Size: 10 in. by 15 in.  
 Resolutions Supported: Graphing,  
 Geometrics, Drafting, Three-  
 Dimensional Graphics, Mapping,  
 Interactive Design  
 Data Transmission Characteristics:  
 Ascii, Puro, Parallel, Serial  
 Price: \$1,200  
 Distribution Method: Third-Party  
 Number Installed to Date: Under  
 100  
 Date First Installed: April 1983  
 (See Vendor Profile Page V-3)

### AMBER

AMPLLOT-8  
 Plotter Type: Flatbed  
 Accuracy: 0.00020 in.  
 Resolution: 0.00020 in.  
 Number and Types of Pens: 1, All  
 Peak Pen Speed: 3 in./sec  
 Output Mediums: Paper, Film, Mylar  
 Max. Output Size: 10 in. by 14 in.  
 Resolutions Supported: Graphing,  
 Geometrics, Drafting, Three-  
 Dimensional Graphics, Mapping,  
 Interactive Design  
 Data Transmission Characteristics:  
 Ascii, Puro, Parallel

### Price: \$748

Distribution Method: Third-Party  
 Number Installed to Date: 400  
 Date First Installed: November 1982  
 (See Vendor Profile Page V-3)  
 APPLE COMPUTER, INC.  
 APPLE COLOR PLOTTER  
 Plotter Type: Flatbed  
 Number and Types of Pens: 4,  
 Flat-Tip  
 Output Mediums: Paper, Film  
 Resolutions Supported: Graphing,  
 Geometrics  
 Data Transmission Characteristics:  
 Ascii, Puro, Serial  
 Price: \$798  
 Distribution Method: Third-Party  
 Date First Installed: March 1984  
 (See Vendor Profile Page V-3)

### ARISTO GRAPHIC CORP. ARISTOPLOT 100 SE

Plotter Type: Flatbed  
 Plotting Method: Circular  
 Interpolation  
 Accuracy: 0.01000 in.  
 Resolution: 0.00400 in.  
 Number and Types of Pens: 1, Sub-  
 Point, Liquid Ink/Technical, Flat-Tip  
 Peak Pen Speed: 2 in./sec  
 Output Mediums: Paper, Film, Mylar,  
 Corlon Film  
 Max. Output Size: 48 in. by 60 in.  
 Resolutions Supported: Graphing,  
 Geometrics, Drafting, Repeat  
 Patterns  
 Data Transmission Characteristics:  
 Ascii, EBCDIC, EIA, Serial  
 Price: \$48,000 to \$70,000  
 Distribution Method: End User  
 Number Installed to Date: 100 - 500  
 Date First Installed: December 1975  
 (See Vendor Profile Page V-3)

### ARISTO GRAPHIC CORP. ARISTOPLOT 300

Plotting Method: Linear and Circular  
 Interpolation  
 Accuracy: 0.00000 in.  
 Resolution: 0.00100 in.  
 Number and Types of Pens: 4, Sub-  
 Point, Liquid Ink/Technical, Flat-Tip  
 Peak Pen Speed: 20 in./sec  
 Output Mediums: Paper, Film, Mylar,  
 Drafting Film  
 Max. Output Size: 48 in.  
 Resolutions Supported: Graphing,  
 Geometrics, Drafting  
 Data Transmission Characteristics:  
 Ascii, EBCDIC, EIA, Puro, Serial  
 Price: \$83,500  
 Distribution Method: End User  
 Date First Installed: 1979

### ATARI, INC.

1600 COLOR PRINTER  
 Plotter Type: Drum  
 Number and Types of Pens: 4,  
 Flat-Tip  
 Peak Pen Speed: 1 in./sec  
 Output Mediums: Paper  
 Max. Output Size: 4 in.  
 Resolutions Supported: Graphing,  
 Charts, Diagrams  
 Data Transmission Characteristics:  
 Ascii, Serial  
 Price: \$205

Distribution Method: Third-Party  
 Number Installed to Date: Under  
 100  
 Date First Installed: 1982  
 (See Vendor Profile Page V-3)

### BENTON, INC.

1818/1819  
 Plotter Type: Drum  
 Number and Types of Pens: 3, Sub-  
 Point, Liquid Ink/Technical, Flat-Tip  
 Output Mediums: Paper, Film, Mylar,  
 Corlon Value  
 Max. Output Size: 37 in. by 1,980 in.  
 Resolutions Supported: Interactive  
 Design, Line/Area Drawing  
 Data Transmission Characteristics:  
 Ascii, EBCDIC, Parallel, Serial  
 Distribution Method: End User  
 (See Vendor Profile Page V-3)

### BENTON, INC.

1880/1881 PEN PLOTTER  
 Plotter Type: Drum  
 Accuracy: 0.00200 in.  
 Resolution: 0.00500 in.  
 Number and Types of Pens: 4, sub-  
 Point, Flat-Tip  
 Peak Pen Speed: 5.4 in./sec  
 Output Mediums: Paper, Film, Mylar,  
 Corlon Value  
 Max. Output Size: 37 in. by 1,980 in.  
 Resolutions Supported: Interactive  
 Design, Line/Area Drawing  
 Data Transmission Characteristics:  
 Ascii, EBCDIC, Parallel, Serial  
 Distribution Method: End User

### BENTON, INC.

1880/1881 PEN PLOTTER  
 Plotter Type: Drum  
 Accuracy: 0.00200 in.  
 Resolution: 0.00500 in.  
 Output Mediums: Paper, Film, Mylar,  
 Corlon Value  
 Max. Output Size: 37 in. by 1,980 in.

### BENTON, INC.

1400  
 Plotter Type: Drum  
 Number and Types of Pens: 4, Sub-  
 Point, Liquid Ink/Technical, Flat-Tip  
 Output Mediums: Paper, Film, Mylar,  
 Corlon Value  
 Resolutions Supported: Interactive  
 Design, Line/Area Drawing  
 Data Transmission Characteristics:  
 Ascii

### BENTON, INC.

1880 RADIAL 880 PEN PLOTTER  
 Plotter Type: Radial Beel  
 Accuracy: 0.00400 in.  
 Resolution: 0.00500 in.  
 Number and Types of Pens: 4, Sub-  
 Point  
 Output Mediums: Paper, Film, Mylar,  
 Corlon Value  
 Resolutions Supported: Line/Area,  
 Drawing  
 Data Transmission Characteristics:  
 Ascii, Parallel, Serial  
 Distribution Method: End User

### BENTON, INC.

8111  
 Plotter Type: Electronic  
 Resolution: 0.01000 in.

Output Mediums: Paper, Film  
 Resolutions Supported: Graphing,  
 Geometrics, Mapping  
 Data Transmission Characteristics:  
 Ascii, Parallel, Serial  
 Distribution Method: OEM

### BENTON, INC.

8112  
 Plotter Type: Electronic  
 Resolution: 0.01000 in.  
 Output Mediums: Paper, Film  
 Resolutions Supported: Graphing,  
 Geometrics, Mapping  
 Data Transmission Characteristics:  
 Ascii, Parallel, Serial  
 Distribution Method: OEM

### BENTON, INC.

8113  
 Plotter Type: Electronic  
 Resolution: 0.01000 in.  
 Output Mediums: Paper, Film  
 Resolutions Supported: Graphing,  
 Geometrics, Mapping  
 Data Transmission Characteristics:  
 Ascii, Parallel, Serial  
 Distribution Method: OEM

### BENTON, INC.

8111 ELECTRONIC  
 Plotter Type: Electronic  
 Output Mediums: Paper, Film, Corlon  
 Value  
 Resolutions Supported: Line/Area  
 Drawing  
 Data Transmission Characteristics:  
 Ascii, Parallel, Serial  
 Distribution Method: End User

### BENTON, INC.

8113 ELECTRONIC PLOTTER  
 Plotter Type: Electronic  
 Output Mediums: Paper, Film, Corlon  
 Value  
 Resolutions Supported: Line/Area  
 Drawing  
 Data Transmission Characteristics:  
 Ascii, Parallel, Serial  
 Distribution Method: End User

### BENTON, INC.

822  
 Plotter Type: Electronic  
 Output Mediums: Paper, Film  
 Resolutions Supported: Graphing,  
 Geometrics, Mapping  
 Data Transmission Characteristics:  
 Ascii, Parallel, Serial  
 Distribution Method: OEM

### BENTON, INC.

822  
 Plotter Type: Electronic  
 Output Mediums: Paper, Film  
 Resolutions Supported: Graphing,  
 Geometrics, Mapping  
 Data Transmission Characteristics:  
 Ascii, Parallel, Serial  
 Distribution Method: OEM

### BENTON, INC.

824  
 Plotter Type: Electronic  
 Output Mediums: Paper, Film  
 Resolutions Supported: Graphing,  
 Geometrics, Mapping  
 Data Transmission Characteristics:  
 Ascii, Parallel, Serial  
 Distribution Method: OEM

## Plotters

### SEIKORO, INC.

**9044**  
**Plotter Type:** Electronic  
**Output Medium:** Paper, Pen  
**Resolutions Supported:** Drafting, Geometric, Drafting, Three-Dimensional Graphics  
**Data Transmission Characteristics:** Ascii, Parallel, Serial  
**Distribution Method:** OEM

### SEIKORO, INC.

**9044**  
**Plotter Type:** Electronic  
**Output Medium:** Paper, Pen  
**Resolutions Supported:** Drafting, Geometric, Drafting, Three-Dimensional Graphics  
**Data Transmission Characteristics:** Ascii, Parallel, Serial  
**Distribution Method:** OEM

### SEIKORO, INC.

**9048**  
**Plotter Type:** Electronic  
**Output Medium:** Paper, Pen  
**Resolutions Supported:** Drafting, Geometric, Drafting, Three-Dimensional Graphics  
**Data Transmission Characteristics:** Ascii, Parallel, Serial  
**Distribution Method:** OEM

### SEIKORO, INC.

**9044**  
**Plotter Type:** Electronic  
**Output Medium:** Paper, Pen  
**Resolutions Supported:** Drafting, Geometric, Drafting, Three-Dimensional Graphics  
**Data Transmission Characteristics:** Ascii, Parallel, Serial  
**Distribution Method:** OEM

### GALCOMP

#### CALCOMP 84

**Plotter Type:** Pen Plot  
**Resolutions:** 000000 in.  
**Reproducibility:** 004000 in.  
**Resolutions:** 004000 in.  
**Number and Types of Pens:** 5, Ball-Pen, Flow-Tip, Liquid-Ball  
**Peak Pen Speed:** 17.7 in./sec  
**Output Medium:** Paper, Pen  
**Max. Output Size:** 6 in. by 11 in.  
**Resolutions Supported:** Drafting  
**Price:** \$1,365  
**Date First Installed:** March 1963  
**(See Vendor Profile Page 34)**

### GALCOMP

#### CALCOMP 948

**Plotter Type:** Dot Plot  
**Resolutions:** 010000 in.  
**Reproducibility:** 000000 in.  
**Resolutions:** 000400 in.  
**Number and Types of Pens:** 4, Ball-Pen, Liquid Ink/Technical, Flow-Tip, Liquid-Ball  
**Peak Pen Speed:** 42 in./sec  
**Output Medium:** Paper, Pen, Mylar, Translucent, Velum  
**Resolutions Supported:** Drafting, Geometric, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Puro, Parallel, Serial  
**Price:** \$15,790  
**Distribution Method:** End User  
**Date First Installed:** December 1982

### GALCOMP

#### CALCOMP 966

**Plotter Type:** Dot Plot  
**Resolutions:** 010000 in.  
**Reproducibility:** 000000 in.  
**Resolutions:** 000400 in.  
**Number and Types of Pens:** 4, Ball-Pen, Liquid Ink/Technical, Flow-Tip, Liquid-Ball  
**Peak Pen Speed:** 42 in./sec  
**Output Medium:** Paper, Mylar, Translucent, Velum  
**Resolutions Supported:** Drafting, Geometric, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Puro, Parallel, Serial  
**Price:** \$20,300  
**Distribution Method:** End User  
**Date First Installed:** December 1982

### GALCOMP

#### CALCOMP 978

**Plotter Type:** Dot Plot  
**Resolutions:** 010000 in.  
**Reproducibility:** 000000 in.  
**Resolutions:** 000400 in.  
**Peak Pen Speed:** 42.4 in./sec  
**Output Medium:** Paper, Mylar, Translucent, Velum  
**Resolutions Supported:** Drafting, Geometric, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Puro, Parallel, Serial  
**Price:** \$28,610  
**Date First Installed:** February 1980

### GALCOMP

#### CALCOMP 9812

**Plotter Type:** Drum  
**Resolutions:** 000000 in.  
**Number and Types of Pens:** 4, Ball-Pen, Flow-Tip, Liquid-Ball  
**Peak Pen Speed:** 14.1 in./sec  
**Output Medium:** Paper, Pen, Translucent, Velum  
**Max. Output Size:** 11 in. by 2.125 in.  
**Resolutions Supported:** Drafting, Geometric, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Puro, Parallel, Serial  
**Price:** \$8,405  
**Distribution Method:** End User  
**Date First Installed:** October 1978

### GALCOMP

#### CALCOMP 1027

**Plotter Type:** Drum  
**Resolutions:** 000000 in.  
**Number and Types of Pens:** 1, Ball-Pen, Liquid Ink/Technical, Flow-Tip, Liquid-Ball  
**Peak Pen Speed:** 2.8 in./sec  
**Output Medium:** Paper, Translucent, Velum  
**Max. Output Size:** 34 in.  
**Resolutions Supported:** Drafting, Geometric, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Puro, Parallel, Serial  
**Date First Installed:** 1977

### GALCOMP

#### CALCOMP 1028

**Plotter Type:** Drum  
**Resolutions:** 000000 in.  
**Number and Types of Pens:** 1, Ball-Pen, Liquid Ink/Technical, Flow-Tip, Liquid-Ball  
**Peak Pen Speed:** 6.3 in./sec  
**Output Medium:** Paper, Mylar, Translucent, Velum  
**Resolutions Supported:** Drafting, Geometric, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Puro, Parallel, Serial  
**Distribution Method:** End User  
**Date First Installed:** 1977

### GALCOMP

#### CALCOMP 1029

**Plotter Type:** Drum  
**Resolutions:** 000000 in.  
**Number and Types of Pens:** 3, Ball-Pen, Liquid Ink/Technical, Flow-Tip, Liquid-Ball  
**Peak Pen Speed:** 6.3 in./sec  
**Output Medium:** Paper, Mylar, Translucent, Velum  
**Max. Output Size:** 34 in.  
**Resolutions Supported:** Drafting, Geometric, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Puro, Parallel, Serial  
**Date First Installed:** July 1979

### GALCOMP

#### CALCOMP 1081

**Plotter Type:** Drum  
**Resolutions:** 001000 in.  
**Number and Types of Pens:** 4, Ball-Pen, Liquid Ink/Technical, Flow-Tip, Liquid-Ball  
**Peak Pen Speed:** 14.1 in./sec  
**Output Medium:** Paper, Mylar, Translucent, Velum  
**Max. Output Size:** 34 in.  
**Resolutions Supported:** Drafting, Geometric, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Puro, Parallel, Serial  
**Price:** \$18,240  
**Date First Installed:** 1977

### GALCOMP

#### CALCOMP 1085

**Plotter Type:** Drum  
**Resolutions:** 004000 in.  
**Number and Types of Pens:** 4, Ball-Pen, Liquid Ink/Technical, Flow-Tip, Liquid-Ball  
**Peak Pen Speed:** 42.4 in./sec  
**Output Medium:** Paper, Mylar, Translucent, Velum  
**Max. Output Size:** 34 in.  
**Resolutions Supported:** Drafting, Geometric, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Puro, Parallel, Serial  
**Price:** \$25,205  
**Distribution Method:** End User  
**Date First Installed:** March 1979

### GALCOMP

#### CALCOMP 1089

**Plotter Type:** Drum

### Revelation 000000 in.

**Number and Types of Pens:** 4, Ball-Pen, Liquid Ink/Technical, Flow-Tip  
**Peak Pen Speed:** 42.4 in./sec  
**Output Medium:** Paper, Mylar, Translucent, Velum  
**Max. Output Size:** 32 in.  
**Resolutions Supported:** Drafting, Geometric, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Puro, Parallel  
**Price:** \$24,365  
**Distribution Method:** End User  
**Date First Installed:** January 1981

### GALCOMP

#### CALCOMP 1089/1088

**Plotter Type:** Electronic  
**Output Medium:** Paper, Pen, Translucent  
**Resolutions Supported:** Geometric, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Puro, Parallel  
**Price:** \$9,840  
**Distribution Method:** End User  
**Date First Installed:** October 1979

### GALCOMP

#### CALCOMP 6106/6106

**Plotter Type:** Electronic  
**Output Medium:** Pen, Mylar, Translucent  
**Resolutions Supported:** Drafting, Geometric, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Puro, Parallel, Serial  
**Price:** \$15,790  
**Distribution Method:** End User  
**Date First Installed:** October 1979

### GALCOMP

#### CALCOMP 8306

**Plotter Type:** Electronic  
**Output Medium:** Paper, Pen, Translucent  
**Resolutions Supported:** Drafting, Geometric, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Puro, Parallel, Serial  
**Price:** \$10,240  
**Distribution Method:** End User

### GALCOMP

#### CALCOMP 8306

**Plotter Type:** Electronic  
**Output Medium:** Paper, Mylar, Translucent  
**Resolutions Supported:** Drafting, Geometric, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Puro, Parallel, Serial  
**Price:** \$23,790  
**Distribution Method:** End User  
**Date First Installed:** October 1979

### GALCOMP

#### CALCOMP 8306

**Plotter Type:** Electronic



## Plotters

Output Medium: Paper, Film, Thermal  
 Readlines Supported: Drafting, Geometric, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
 Data Transmission Characteristics: Avid, Puro, Parallel, Serial  
 Distribution Method: End User  
 Date First Installed: May 1981

**COMMERCE BUSINESS MACHINES, INC.**  
**6-1800 PLOTTER PRINTER**  
 Plotter Type: Drum  
 Number and Types of Pens: 4, Ball-Point  
 Peak Pen Speed: 2 in./sec.  
 Output Medium: Paper  
 Readlines Supported: Drafting, Geometric  
 (See Vendor Profile Page V-17)

**COMPUTER TALK, INC.**  
**880 PLATED PLOTTER**  
 Compatibility: RS-232  
 Plotter Type: Flatbed  
 Plotting Method: Curve  
 Accuracy: 0.00000 in.  
 Resolution: 0.00000 in.

Number and Types of Pens: 4, Ball-Point, Liquid Ink/Technical, Flat-Tip  
 Peak Pen Speed: 50 in./sec.  
 Output Medium: Paper, Film, Mylar  
 Photographic Film  
 Max. Output Size: 52 in. by 80 in.  
 Readlines Supported: Geometric, Drafting, Mapping, Interactive Design, Film, Cutting  
 Data Transmission Characteristics: Avid, Shock, Puro, BCI, Serial  
 Price: \$42,500  
 Distribution Method: End User  
 Number Installed to Date: 2  
 Date First Installed: June 1982  
 (See Vendor Profile Page V-18)

**COMPUTER TALK, INC.**  
**880 SINGLE PEN PLATED PLOTTER**  
 Compatibility: RS-232  
 Plotter Type: Flatbed  
 Plotting Method: Curve  
 Accuracy: 0.00000 in.  
 Resolution: 0.00000 in.  
 Number and Types of Pens: 1, Ball-Point, Liquid Ink/Technical, Flat-Tip  
 Peak Pen Speed: 10 in./sec.  
 Output Medium: Paper, Film, Mylar  
 Data Transmission Characteristics: Avid, Shock, Puro, BCI, Serial  
 Price: \$12,200  
 Distribution Method: End User  
 Number Installed to Date: 7  
 Date First Installed: May 1981

**BETA DESIGN LOGIC SYSTEMS, INC.**  
**MODEL 3388**  
 Plotter Type: Drum  
 Accuracy: 0.00000 in.  
 Resolution: 0.00000 in.  
 Number and Types of Pens: 4, Ball-Point, Liquid Ink/Technical, Flat-Tip  
 Peak Pen Speed: 14.5 in./sec.  
 Output Medium: Paper, Film, Mylar

Max. Output Size: 28 in.  
 Readlines Supported: 84 Commands  
 Data Transmission Characteristics: Avid, Serial  
 Price: \$11,500  
 Distribution Method: End User  
 OEM  
 Number Installed to Date: 100 - 500  
 Date First Installed: 1979  
 (See Vendor Profile Page V-18)

**BETA DESIGN LOGIC SYSTEMS, INC.**  
**MODEL 3388**  
 Plotter Type: Flatbed  
 Accuracy: 0.01000 in.  
 Resolution: 0.01000 in.  
 Number and Types of Pens: 1, Ball-Point, Liquid Ink/Technical, Flat-Tip  
 Peak Pen Speed: 8.5 in./sec.  
 Output Medium: Paper, Film, Mylar  
 Max. Output Size: 28 in. by 37 in.  
 Readlines Supported: 84 Commands  
 Data Transmission Characteristics: Avid, Serial  
 Price: \$8,500  
 Distribution Method: End User  
 OEM  
 Date First Installed: March 1980

**BETA DESIGN LOGIC SYSTEMS, INC.**  
**MODEL 3488**  
 Plotter Type: Drum  
 Accuracy: 0.00000 in.  
 Resolution: 0.00000 in.  
 Number and Types of Pens: 4, Ball-Point, Liquid Ink/Technical, Flat-Tip  
 Peak Pen Speed: 14.5 in./sec.  
 Output Medium: Paper, Film, Mylar  
 Max. Output Size: 37 in.  
 Readlines Supported: Three-Dimensional Graphics, Interactive Design, 84 Commands  
 Data Transmission Characteristics: Avid, Serial  
 Price: \$14,500  
 Distribution Method: End User  
 OEM  
 Date First Installed: 1979

**BETA TECHNOLOGY, INC.**  
**DT 3464**  
 Compatibility: DEC Pictor, LS-1103, Micro PDP-11  
 Plotter Type: Flatbed  
 Plotting Method: Avid  
 Accuracy: 0.04000 in.  
 Resolution: 0.02000 in.

Number and Types of Pens: 2, Ball-Point, Liquid Ink/Technical, Flat-Tip, Scribble  
 Peak Pen Speed: 18 in./sec.  
 Output Medium: Paper, Mylar, Mylar  
 Max. Output Size: 34 in. by 54 in.  
 Readlines Supported: Drafting, Geometric, Drafting, Mapping  
 Data Transmission Characteristics: Avid, Puro, Serial  
 Price: \$25,000  
 Distribution Method: End User  
 Number Installed to Date: 1,000 - 5,000  
 Date First Installed: June 1974  
 (See Vendor Profile Page V-19)

**BETA TECHNOLOGY, INC.**  
**DT 4088**  
 Plotter Type: Flatbed  
 Plotting Method: Avid  
 Accuracy: 0.04000 in.  
 Resolution: 0.02000 in.  
 Number and Types of Pens: 2, Ball-Point, Scribble  
 Peak Pen Speed: 18 in./sec.  
 Output Medium: Paper, Mylar, Mylar  
 Max. Output Size: 40 in. by 60 in.  
 Readlines Supported: Drafting, Geometric, Drafting, Mapping  
 Data Transmission Characteristics: Avid, Puro, Serial  
 Price: \$27,800  
 Distribution Method: End User  
 Number Installed to Date: 100 - 500  
 Date First Installed: June 1978

**DIGITAL EQUIPMENT CORP.**  
**CORRESPONDENT LAM**  
 Plotter Type: Pen Plot  
 Plotting Method: Ink Map  
 Output Medium: Paper  
 Max. Output Size: 11 in.  
 Readlines Supported: Drafting, Geometric, Mapping  
 Data Transmission Characteristics: Avid, BCI, Parallel, Serial  
 Price: \$1,395  
 Distribution Method: End User  
 Date First Installed: June 1982  
 (See Vendor Profile Page V-17)

**DIGITAL EQUIPMENT CORP.**  
**ESC WRITER IV-LAM-88**  
 Plotter Type: Pen Plot  
 Plotting Method: Ink Map  
 Output Medium: Paper  
 Max. Output Size: 14 in.  
 Readlines Supported: Drafting, Geometric, Mapping  
 Data Transmission Characteristics: Avid, Puro, Serial  
 Price: \$1,550  
 Distribution Method: End User  
 OEM  
 Date First Installed: July 1981

**DIGITAL EQUIPMENT CORP.**  
**LETTERWRITER 166 LA-166**  
 Plotter Type: Pen Plot  
 Plotting Method: Ink Map  
 Output Medium: Paper  
 Max. Output Size: 14 in.  
 Readlines Supported: Drafting, Geometric, Mapping  
 Data Transmission Characteristics: Avid, BCI, Parallel, Serial  
 Price: \$2,300  
 Distribution Method: End User  
 Date First Installed: December 1981

**DIGITAL EQUIPMENT CORP.**  
**LUPUS COLOR GRAPHIC PLOTTER**  
 Compatibility: DEC  
 Plotter Type: Flatbed  
 Accuracy: 0.01000 in.  
 Resolution: 0.04000 in.  
 Number and Types of Pens: 2, Ball-Point, Liquid Ink/Technical, Flat-Tip  
 Peak Pen Speed: 10 in./sec.  
 Output Medium: Paper, Mylar  
 Readlines Supported: Drafting, Geometric, Drafting, Mapping  
 Data Transmission Characteristics:

Avid, Parallel, Serial  
 Distribution Method: End User  
 OEM  
 Date First Installed: 1984

**DIGITAL EQUIPMENT CORP.**  
**LXT 11**  
 Plotter Type: Drum  
 Resolution: 0.00000 in.  
 Output Medium: Paper  
 Readlines Supported: Drafting, Geometric  
 Data Transmission Characteristics: Avid, Parallel  
 Price: \$11,250  
 Distribution Method: End User

**DIGITAL EQUIPMENT CORP.**  
**LXT 81**  
 Plotter Type: Drum  
 Resolution: 0.00000 in.  
 Output Medium: Paper  
 Readlines Supported: Drafting, Geometric  
 Data Transmission Characteristics: Avid, Parallel  
 Price: \$12,000  
 Distribution Method: End User  
 OEM

**DIGITAL EQUIPMENT CORP.**  
**80X SHOOTER MODEL 888**  
 Plotter Type: Flatbed  
 Number and Types of Pens: 6, Liquid Ink/Technical, Flat-Tip  
 Output Medium: Paper, Film  
 Readlines Supported: Drafting, Geometric, Drafting  
 Data Transmission Characteristics: Avid, Puro, Parallel  
 Price: \$1,085  
 Distribution Method: OEM  
 Date First Installed: April 1984  
 (See Vendor Profile Page V-13)

**DIGITAL EQUIPMENT CORP.**  
**WSET-1 188**  
 Plotter Type: Moving-Paper  
 Accuracy: 0.04000 in.  
 Resolution: 0.04000 in.  
 Number and Types of Pens: 4, Peak Pen Speed: 5 in./sec.  
 Output Medium: Paper, Mylar  
 Max. Output Size: 8 in. by 120 in.  
 Readlines Supported: Text  
 Data Transmission Characteristics: Avid, Puro, Parallel  
 Price: \$795  
 Date First Installed: January 1983

**EPSON, INC.**  
**DC 4438**  
 Compatibility: RS-232C, EEC 448  
 Plotter Type: Flatbed  
 Accuracy: 0.00000 in.  
 Resolution: 0.00000 in.  
 Number and Types of Pens: 1, Ball-Point  
 Peak Pen Speed: 8 in./sec.  
 Output Medium: Paper, Film, Mylar  
 Max. Output Size: 44 in. by 38 in.  
 Readlines Supported: Drafting, Mapping, Interactive Design, Photocopy Printing  
 Data Transmission Characteristics: Avid, BCI, Serial  
 Price: \$5,000  
 Distribution Method: Third-Party

## Plotters

Number Installed to Date: Under 100  
Date First Installed: March 1984  
(See Vendor Profile Page V-13)

### GENIER SCIENTIFIC SYSTEMS CO. AUTOMATIC DRAFTING TABLE MODEL 76

Printer Type: Flatbed  
Accuracy: 0.00400 in.  
Repeatability: 0.00500 in.  
Number and Types of Pens: 6, Ball-Point, Liquid Ink/Technical, Fine-Tip, Softie  
Peak Pen Speed: 12 in./sec  
Output Mediums: Paper, Film, Mylar  
Max. Output Size: 66 in.  
Resolutions Supported: Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, Auto, Aerospace  
Price: \$150,000  
Distribution Method: End User  
Number Installed to Date: 100-150  
Date First Installed: 1974  
(See Vendor Profile Page V-19)

### GENIER SCIENTIFIC SYSTEMS CO. HIGH PRECISION ARTWORK MODEL 1434

Printer Type: Flatbed  
Accuracy: 0.00040 in.  
Repeatability: 0.00070 in.  
Resolutions: 0.00030 in., Photocut  
Output Mediums: Photo Film, Glass Plate  
Max. Output Size: 18 in. by 22 in.  
Resolutions Supported: Linear, Circular  
Data Transmission Characteristics: Ascii, Ebcid, BCD, EXT Binary, Parallel, Serial  
Price: \$720,000  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: 1973

### GENIER SCIENTIFIC SYSTEMS CO. MODEL 89

Printer Type: Flatbed  
Accuracy: 0.00030 in.  
Repeatability: 0.00040 in.  
Resolutions: 0.00100 in.  
Number and Types of Pens: 6, Photocut  
Peak Pen Speed: 3 in./sec  
Output Mediums: Paper, Film, Mylar, Photocut, Film  
Max. Output Size: 48 in. by 60 in.  
Resolutions Supported: Mapping, PCB Artwork  
Distribution Method: End User  
Number Installed to Date: 100-150  
Date First Installed: 1987

### GENIER SCIENTIFIC SYSTEMS CO. MODEL 77

Printer Type: Flatbed  
Accuracy: 0.00030 in.  
Repeatability: 0.00030 in.  
Resolutions: 0.00030 in.  
Number and Types of Pens: 4, Ball-Point, Parallel, Photo Head

Peak Pen Speed: 47 in./sec  
Output Mediums: Paper, Film, Mylar  
Max. Output Size: 72 in. by 200 in.  
Resolutions Supported: Matrix  
Engineer  
Distribution Method: End User  
Number Installed to Date: 100-150  
Date First Installed: 1974

### GENIER SCIENTIFIC SYSTEMS CO. PHOTO PLOTTER MODEL 93

Compatibility: OS-4100 Series, 3100 Series, PC 600  
Printer Type: Photocopy  
Accuracy: 0.00030 in.  
Repeatability: 0.00150 in.  
Resolutions: 0.00100 in.  
Number and Types of Pens: 1, Ball-Point, Liquid Ink/Technical, Photo Head  
Peak Pen Speed: 3.5 in./sec  
Output Mediums: Paper, Film, Mylar, Glass Plate  
Max. Output Size: 25 in. by 30 in.  
Resolutions Supported: Interactive Design, Linear, Circular  
Data Transmission Characteristics: Ascii, Ebcid, BCD, Parallel, Serial  
Price: \$130,000  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: 1989

### GENIER SCIENTIFIC SYSTEMS CO. PHOTO PLOTTER MODEL 38

Printer Type: Flatbed  
Accuracy: 0.00030 in.  
Repeatability: 0.00030 in.  
Resolutions: 0.00030 in.  
Number and Types of Pens: 1, Ball-Point, Liquid Ink/Technical, Photocut  
Peak Pen Speed: 5 in./sec  
Output Mediums: Film, Photo Film, Glass Plate  
Max. Output Size: 30 in. by 40 in.  
Resolutions Supported: Linear, Circular  
Data Transmission Characteristics: Ascii, Ebcid, Parallel, Serial  
Price: \$238,000  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: 1982

### GENIER SCIENTIFIC SYSTEMS CO. PHOTO PLOTTER MODEL 41

Printer Type: Flatbed  
Accuracy: 0.00030 in.  
Repeatability: 0.00030 in.  
Resolutions: 0.00030 in.  
Number and Types of Pens: 1, Ball-Point, Liquid Ink/Technical, Photocut  
Output Mediums: Paper, Film, Mylar, Photo Film, Glass Plate  
Max. Output Size: 16 in. by 20 in.  
Resolutions Supported: PCB Artwork  
Price: \$44,000  
Distribution Method: End User  
Number Installed to Date: 100-150  
Date First Installed: 1989

### GENIER SCIENTIFIC SYSTEMS CO. SUPER PLOTTER MODEL 48

Printer Type: Curved-Bed  
Accuracy: 0.00030 in.  
Repeatability: 0.01500 in.  
Resolutions: 0.00030 in.  
Number and Types of Pens: 4, Ball-Point, Liquid Ink/Technical, Fine-Tip, Softie  
Peak Pen Speed: 42 in./sec  
Output Mediums: Paper, Film, Mylar, Photo Film  
Max. Output Size: 48 in.  
Resolutions Supported: Drafting, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
Price: \$58,000  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: 1975

### GENIER SCIENTIFIC SYSTEMS CO. SUPER PLOTTER MODEL 49

Printer Type: Curved-Bed  
Accuracy: 0.00030 in.  
Repeatability: 0.00030 in.  
Resolutions: 0.00030 in.  
Number and Types of Pens: 4, Ball-Point, Liquid Ink/Technical, Fine-Tip, Softie  
Peak Pen Speed: 30 in./sec  
Output Mediums: Paper, Film, Photographic Film  
Max. Output Size: 48 in. by 96 in.  
Resolutions Supported: Drafting, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
Price: \$87,000  
Distribution Method: End User  
Number Installed to Date: Under 100

### GENIER SCIENTIFIC SYSTEMS CO. VIDEO DOTTING SYSTEM MODEL 2540

Printer Type: Flatbed  
Accuracy: 0.00030 in.  
Repeatability: 0.01500 in.  
Resolutions: 0.00040 in.  
Number and Types of Pens: 4, Ball-Point, Liquid Ink/Technical, Fine-Tip  
Peak Pen Speed: 90 in./sec  
Output Mediums: Paper, Film, Mylar, Photo, Durable  
Resolutions Supported: Drafting, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
Data Transmission Characteristics: Ascii, Ebcid, Parallel, Serial  
Price: \$175,000  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: October 1984

### GOULD, INC. COLORWRITER 7

Compatibility: IBM PC, Apple, HP, Micro  
Printer Type: Flatbed  
Number and Types of Pens: 2, Fine-Tip, Transparency

Number and Types of Pens: 10, Ball-Point, Fine-Tip  
Peak Pen Speed: 16 in./sec  
Output Mediums: Paper  
Resolutions Supported: Drafting, Geometrics, Drafting, Three-Dimensional Graphics, Mapping

Data Transmission Characteristics: Ascii, Ebcid, BCD, Parallel  
Price: \$1,995  
Distribution Method: End User  
Date First Installed: February 1983  
(See Vendor Profile Page V-15)

### GULTON INDUSTRIES, INC. MICRO PLOT 88

Printer Type: Thermal  
Resolutions: 0.01000 in.  
Output Mediums: Paper, Mylar  
Resolutions Supported: Drafting, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, Video  
Data Transmission Characteristics: Ascii, Parallel, Serial, IEEE  
Price: \$1,000

### GULTON INDUSTRIES, INC. SUPER PLOT 88

Printer Type: Thermal  
Resolutions: 0.01000 in.  
Output Mediums: Paper, Mylar  
Resolutions Supported: Drafting, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, Video  
Data Transmission Characteristics: Ascii, Parallel, Serial, IEEE  
Price: \$2,495  
Distribution Method: End User  
Date First Installed: 1984

### HEWLETT-PACKARD CO. 7345C/7346C/7347C

Printer Type: Flatbed  
Number and Types of Pens: 6, Ball-Point, Liquid Ink/Technical, Fine-Tip  
Peak Pen Speed: 14 in./sec  
Output Mediums: Paper, Film, Mylar  
Resolutions Supported: Drafting, Geometrics, Drafting, Mapping  
Data Transmission Characteristics: Ascii, Serial  
Distribution Method: End User  
Third Party  
(See Vendor Profile Page V-14)

### HEWLETT-PACKARD CO. 7344A/7345A

Printer Type: Thermal  
Output Mediums: Paper  
Resolutions Supported: Drafting, Geometrics, Mapping  
Data Transmission Characteristics: Ascii, Serial  
Distribution Method: End User  
Third Party

### HEWLETT-PACKARD CO. HP 1470A GRAPHICS PLOTTER

Compatibility: HP, IBM PC, Apple  
Printer Type: Thermal, Paper  
Resolutions: 0.00400 in.  
Resolutions: 0.01000 in.  
Number and Types of Pens: 2, Fine-Tip, Transparency

## Plotters

Peak Pen Speed: 15 in./sec  
Output Medium: Paper, Film  
Available Supported: Graphics, Geometrics, Drafting, Mapping, Interactive Design  
Data Transmission Characteristics: Asc, Parallel, Serial, HP-6  
Price: \$1,575  
Distribution Method: End User  
Third-Party  
Date First Installed: February 1982

**HEWLETT-PACKARD CO., HP 7880**  
Plotter Type: Flatbed  
Anamorphic: 000000 in.  
Resolution: 000000 in.  
Number and Types of Pens: 6, Ball-Pen, Liquid Ink/Technical, Fiber-Tip  
Peak Pen Speed: 21.5 in./sec  
Output Medium: Paper, Film, Mylar  
Available Supported: Graphics, Geometrics, Drafting, Mapping  
Data Transmission Characteristics: Asc, Serial  
Price: \$3,900  
Distribution Method: End User  
Third-Party  
Date First Installed: May 1984

**HEWLETT-PACKARD CO., HP 7880B**  
Compatibility: HP, DEC, IBM  
Plotter Type: Moving-Paper  
Anamorphic: 000000 in.  
Resolution: 000000 in.  
Number and Types of Pens: 3, Ball-Pen, Liquid Ink/Technical, Fiber-Tip  
Peak Pen Speed: 24 in./sec  
Output Medium: Paper, Film, Mylar, Value  
Max. Output Size: 26 in. by 49 in.  
Available Supported: Graphics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
Data Transmission Characteristics: Asc, Parallel, Serial  
Price: \$14,100  
Distribution Method: End User  
Date First Installed: March 1981

**HEWLETT-PACKARD CO., HP 7880B**  
Compatibility: HP, DEC, IBM  
Plotter Type: Moving-Paper  
Anamorphic: 000000 in.  
Resolution: 000000 in.  
Number and Types of Pens: 6, Ball-Pen, Liquid Ink/Technical, Fiber-Tip  
Peak Pen Speed: 24 in./sec  
Output Medium: Paper, Film, Mylar, Value  
Max. Output Size: 37 in. by 49 in.  
Available Supported: Graphics, Geometrics, Drafting, Mapping, Interactive Design  
Data Transmission Characteristics: Asc, Parallel, Serial  
Price: \$22,900  
Distribution Method: End User  
Date First Installed: July 1982

**HOUSTON INSTRUMENT COMPLIT PLOTTER CPG-14**  
Plotter Type: Drum  
Anamorphic: 000000 in.  
Resolution: 000000 in.  
Number and Types of Pens: 4, Ball-Pen, Liquid Ink/Technical, Fiber-Tip, Indian Ink  
Peak Pen Speed: 15 in./sec  
Max. Output Size: 36 in.  
Available Supported: Graphics, Geometrics, Drafting, Mapping  
Data Transmission Characteristics: Asc, BCD, Parallel, Serial  
Price: \$13,800  
Distribution Method: End User  
Date First Installed: June 1982  
(See Vendor Profile Page V-17)

**HOUSTON INSTRUMENT COMPLIT PLOTTER CPG-30**  
Plotter Type: Drum  
Resolution: 000000 in., Ball-Pen, Liquid Ink/Technical, Fiber-Tip  
Peak Pen Speed: 4.2 in./sec  
Output Medium: Paper, Mylar, Value  
Max. Output Size: 11 in.  
Available Supported: Graphics  
Data Transmission Characteristics: Asc, BCD, Parallel, Serial  
Price: \$13,865 to \$4,585  
Distribution Method: End User  
Date First Installed: June 1981

**HOUSTON INSTRUMENT COMPLIT PLOTTER CPG-30**  
Plotter Type: Drum  
Resolution: 000000 in.  
Number and Types of Pens: 1, Liquid Ink/Technical, Fiber-Tip  
Peak Pen Speed: 4.2 in./sec  
Output Medium: Paper, Mylar, Value  
Max. Output Size: 22 in.  
Available Supported: Graphics  
Data Transmission Characteristics: Asc, BCD, Parallel, Serial  
Price: \$5,295  
Distribution Method: End User  
Date First Installed: July 1981

**HOUSTON INSTRUMENT DMP-S1 SERIES**  
Plotter Type: Drum  
Anamorphic: 000000 in.  
Resolution: 000000 in.  
Number and Types of Pens: 1, Liquid Ink/Technical  
Peak Pen Speed: 18 in./sec  
Output Medium: Paper, Film  
Available Supported: Graphics  
Distribution Method: Third-Party  
Number Installed: 2,465  
Date First Installed: May 1984

**HOUSTON INSTRUMENT DMP-S2 SERIES**  
Plotter Type: Drum  
Anamorphic: 000000 in.  
Resolution: 000000 in.  
Number and Types of Pens: 1, Liquid Ink/Technical  
Peak Pen Speed: 18 in./sec  
Output Medium: Paper, Film  
Available Supported: Graphics  
Distribution Method: Third-Party  
Number Installed: 2,465  
Date First Installed: May 1984

**HP/Technical**  
Peak Pen Speed: 18 in./sec  
Output Medium: Paper, Film  
Available Supported: Drafting  
Price: \$4,190  
Distribution Method: Third-Party  
Date First Installed: May 1984

**HOUSTON INSTRUMENT HPLOT PLOTTER DMP-29**  
Plotter Type: Flatbed  
Anamorphic: 000000 in.  
Resolution: 000000 in.  
Number and Types of Pens: 6  
Peak Pen Speed: 22.6 in./sec  
Output Medium: Paper, Film, Mylar  
Max. Output Size: 11 in. by 17 in.  
Available Supported: Graphics, Geometrics, Drafting, Mapping, Interactive Design  
Data Transmission Characteristics: Asc, BCD, Parallel, Serial, GPH  
Price: \$2,295  
Distribution Method: OEM, Third-Party  
Date First Installed: September 1982

**HOUSTON INSTRUMENT HPLOT PLOTTER DMP-29-3**  
Plotter Type: Flatbed  
Anamorphic: 000000 in.  
Resolution: 000000 in.  
Number and Types of Pens: 6, Ball-Pen  
Peak Pen Speed: 22.6 in./sec  
Output Medium: Paper, Film, Mylar  
Max. Output Size: 11 in. by 17 in.  
Available Supported: Graphics  
Price: \$2,790  
Distribution Method: OEM, Third-Party  
Date First Installed: September 1982

**HOUSTON INSTRUMENT HPLOT PLOTTER DMP-46.3**  
Plotter Type: Drum  
Anamorphic: 000000 in.  
Resolution: 000000 in.  
Number and Types of Pens: 2  
Peak Pen Speed: 4.2 in./sec  
Output Medium: Paper, Film, Mylar  
Available Supported: Graphics, Geometrics, Drafting, Mapping, Interactive Design  
Data Transmission Characteristics: Asc, BCD, Parallel, Serial, GPH  
Price: \$695  
Distribution Method: Third-Party  
Date First Installed: November 1982

**HOUSTON INSTRUMENT HPLOT PLOTTER DMP-4148**  
Plotter Type: Drum  
Anamorphic: 000000 in.  
Resolution: 000000 in.  
Number and Types of Pens: 1  
Peak Pen Speed: 4.2 in./sec  
Output Medium: Paper, Film, Mylar  
Max. Output Size: 24 in. by 36 in.  
Available Supported: Graphics, Geometrics, Drafting, Mapping, Interactive Design  
Data Transmission Characteristics: Asc, BCD, Parallel, Serial, GPH  
Price: \$2,195  
Distribution Method: Third-Party  
Date First Installed: August 1983  
(See Vendor Profile Page V-17)

Date First Installed: January 1983

**IMAGE GRAPHICS, INC., CRT 8000**  
Compatibility: DEC Micro PDP-11  
Series  
Plotter Type: Flatbed  
Printing Method: Photo  
Anamorphic: 001000 in.  
Resolution: 001000 in.  
Number and Types of Pens: 32, Light  
Output Medium: Film  
Max. Output Size: 48 in. by 60 in.  
Available Supported: Graphics, Geometrics, Drafting, Mapping  
Data Transmission Characteristics: Asc, EBCDIC, Parallel  
Price: \$450,000  
Distribution Method: End User  
Number Installed: 10  
Date First Installed: Date: Under 100  
Date First Installed: May 1978  
(See Vendor Profile Page V-17)

**IMAGE GRAPHICS, INC., ESR 3000**  
Compatibility: DEC PDP-11 Series  
PES 300 Series  
Plotter Type: Microfilm  
Printing Method: Electron Beam  
Anamorphic: 001000 in.  
Resolution: 000000 in.  
Number and Types of Pens: 256, Electron Beam  
Output Medium: Film  
Max. Output Size: 6 in. by 11 in.  
Available Supported: Drafting, Mapping, Geophysical Imaging  
Data Transmission Characteristics: Asc, EBCDIC, Parallel  
Price: \$350,000 to \$550,000  
Distribution Method: End User  
Number Installed: 10  
Date First Installed: February 1977

**IMAGE GRAPHICS, INC., VIDEO PRINT MODEL 9998**  
Plotter Type: Photographic  
Printing Method: Resistor  
Anamorphic: 001000 in.  
Output Medium: Film  
Available Supported: Terminal  
Dependent  
Data Transmission Characteristics: Asc, RGB Video, Video Interface  
Price: \$4,000  
Distribution Method: End User  
Date First Installed: Date: 500 - 1,000  
Date First Installed: January 1980  
(See Vendor Profile Page V-17)

**IMBATEX, INC., IMBATEX 1986**  
Compatibility: TEC  
Data Transmission Characteristics: Asc, BCD, Parallel, Imageless  
Price: \$25,000  
Distribution Method: End User  
Date First Installed: Date: Under 100  
Date First Installed: August 1983  
(See Vendor Profile Page V-17)

## Plotters

**HANDELMANN TALLY**

**PORT 3:**  
Compatibility: IBM, Apple  
Printer Type: Flatbed  
Accuracy: 0.00005 in.  
Repeatability: \$12000 in.  
Resolution: 504000 in.  
Number and Types of Pens: 3,  
Fiber-Tip, Ceramic  
Peak Pen Speed: 8 in./sec  
Output Medium: Paper, Mylar  
Min. Output Size: 5 in. by 11 in.  
Routines Supported: Graphing,  
Geometrics, Interactive Design  
Data Transmission Characteristics:  
Axi, Pure, Parallel  
Price: \$795  
Distribution Method: Third-Party  
Number Installed to Date: Under  
100

## MULTIPLY COMP

**TP 3000**  
Company/Model: Nordic; DEC; Rolm  
Plexer Type: Drum  
Resolution: 000000 in.  
Output Medium: Paper  
Routine Supported: Graphing  
Data Transmission Characteristics:  
Ascii, Parallel, Serial  
Price: \$15,900  
Distribution Method: OEM  
Number Installed to Date: Under  
100

#### INDOLET COMPUTER

**GRAPHICS**  
\$400  
Compatibility: Aky RS-232  
Printer Type: Drum  
Accuracy: 0.02500 in.  
Repeatability: 0.02000 in.  
Resolution: 000490 in.  
Number and Types of Ports: 4, 8-bit  
Port, Liquid Ink/Technical, Fiber-Optic  
Liquid Ink  
Software: AutoPlot 3.5 in .asc  
Output Medium: Paper, Film, Mylar,  
Velum, Acetate  
Routines Supported: Graphing,  
Geometrics, Drafting, Three-  
Dimensional Graphics, Mapping,  
Interactive Design, Graphing  
Data Transmission Characteristics  
Aoki, Eboric, Pure, Parallel, Serial  
Price: \$35,500  
Distribution Method: End User,  
OEM, Third Party  
First Introduced: 1981  
(See Vendor Profile Page 2-24)

**NICOLET COMPUTER**

**GRAPHICS**  
**ZETA 8**  
Compatibility: PS-232/IEEE  
Printer Type: Drum  
Accuracy: .002000 in.  
Repeatability: .000000 in.  
Resolution: 001000  
Number and Types of Pens: 4,  
Flex-Tip, Liquid Roller  
Peak Pen Speed: 20 in./sec  
Output Mediums: Paper, Film, Volume  
Glossy Bond  
Size, Output Size: 11 in.

**Routines Supported:** Graphing, Geometry, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** ASCII, EBCDIC, PARS, Parallel, Serial  
**Price:** \$5,950

**ASSOCIATE EDITOR**

**NECULTY COMPUTER  
GRAPHICS**  
**ZETA 822**  
Compatibility: Any RS-232  
Printer Type: Drum  
Accuracy: 002000 in.  
Repeatability: 002000 in.  
Resolution: 001000 in.  
Number and Types of Pens: 6,  
Fiber Tip, Liquid Roller  
Peak Pen Speed: 25 in./sec  
Output Mediums: Paper, Film, Mylar,  
Velum, Acetate

**Positive Supported: Gr**

Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
Data Transmission Characteristics  
Ask, Ebooks, Pure, Parallel, Serial  
Price: \$12,900  
Distribution Method: End User;  
OEM, Third-Party  
Date First Installed: 1983

**WINDLEY COMPUTER**

**DELTA 838**  
Compatibility: RS-232  
Printer Type: Dye  
Accessories: 002000  
Reproducible: 002000/in.  
Resolution: 301/000 in.  
Number and Types of Pencil: 8.  
Fiber-Tip, Liquid Roller  
Peak Pen Speed: 25 in/sec  
Output Mediums: Paper, Film, Mylar,  
Velum, Acetate  
Features Supported: Graphing,  
Geometrics, Drafting, Three-  
Dimensional Graphics, Mapping,  
Interactive Design  
Data Transmission Characteristics  
Ascii, Ebcidic, Pure, Parallel, Serial  
Price \$15,500

DATE FIRST ISSUED: JAN

**INCOLET COMPUTER GRAPHICS**  
ZETA 3816  
Compatibility: Any F3-252  
Plotter Type: Drum  
Accuracy: 0.02000 in.  
Repeatability: 0.00200 in.  
Resolution: 300/400 in.  
Number and Types of Pens: 4, Ball  
Point, Liquid Ink/Technical, Fiber-Tip,  
Liquid Roller  
Peak Pen Speed: 15 in./sec  
Output Medium: Paper, Film, Mylar,  
Velum, Acetate  
Max. Output Size: 36 in.  
Routines Supported: Graphing,  
Geometrics, Drafting, Three-  
Dimensional Graphics, Interactive  
Design, Graphing  
Data Transfer Characteristics  
ASCII, EBCDIC, Parallel, Serial  
Price: \$25,900

**Distribution Method:** End User  
**OEM:** Third-Party  
**Date First Installed:** 1991

## NIGHTLY COMPUTES

**GRAPHICS**  
**ZETA 3628**  
Compatibility: Any PS-232  
Plotter Type: Drum  
Accuracy: 002000 in.  
Respectability: 002000 in.  
Resolution: 000490 in.  
Number and Types of Pens: 4, Ball  
Pen, Liquid Ink/Technical, Filter-Tip  
Liquid Plotter  
Pen Ink Speed: 35 in./sec.  
Media: Drawing Paper, Film, Mylar,  
Velum, Acetate  
Max. Output Size: 36 in.  
Realtime Supported: Graphics,  
Geometrics, Drafting, Three-  
Dimensional Graphics, Mapping,  
Interactive Design,  
Graphics/Geometrics  
Data Transmission Characteristics:  
Aid, Etc/c, Pure, Parallel, Serial  
Price: \$32.50  
Distribution: Metek End User;  
The Metek Corp.

**HARMONICS CORP.**

**Compatibility:** Any RS-232  
**Plotter Type:** Grid Wheel  
**Accuracy:** 0.05000 in.  
**Repeatability:** 0.00000 in.  
**Resolution:** 0.05000 in., Ball-Point,  
Liquid Ink/Technical, Fiber-Tip  
**Peak Pen Speed:** Programmable  
**Output Medium:** Paper, Film, Mylar  
**Max. Output Size:** 10 in. by 36 in.  
**Features Supported:** Graphing,  
Geometrics, Drafting, Three-  
Dimensional Graphics, Mapping  
**Data Transmission Characteristics:**  
ASCII, PLOT, BCD, Parallel, Serial  
**Price:** \$1,295  
**Distribution Method:** OEM  
**Number Installed to Date:** 100 - 500  
**Distribution Month:** June 1981  
(See Vendor Profile Page V-26)

**00000000000000000000000000000000**

**Compatibility:** Any RS-232C  
**Platter Type:** 5 1/4" Hard Disk  
**Accuracy:** 0.00001 in.  
**Repeatability:** 0.00001 in.  
**Resolution:** 0.00001 in.  
**Number and Type of Pens:** 1, Ballpoint, Liquid Ink/Technical, Floor-Ty  
**Peak Pen Speed:** Programmable  
**Output Mediums:** Paper, Film, Mylar  
**Size:** Output Size 36 in.  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping  
**Data Transmission Characteristics:** ASCII, PARS, BCD, Serial  
**Price:** \$2,575  
**Distribution Method:** End User  
**OCM:**  
**Manufacturer Installed to Date:** Under 100

**Compatibility:** Any RS-232C VAX  
**Plotter Type:** Drum  
**Resolution:** 90/1000 in.  
**Output Medium:** Film  
**Misc. Output Size:** 40 in. by 40 in.  
**Resolves Supported:** Graphing,  
 Geometrics, Drafting, Three-  
 Dimensional Graphics, Mapping,  
 Raster and Vector Graphics  
**Data Transmission Characteristics:**  
 Ascii, Ebcidic, BCD, Parallel, Serial,  
 Differential  
**Price:** \$200,000  
**Distribution Method:** End User,  
 OEM  
**Date First Installed:** 1982

(page number from Page 1-20)

**OPTODRONE INTERNATIONAL,  
INC.**  
C-6388  
Compatibility: Any RS-232  
Plotter Type: Drum  
Resolutions: 561,000 in.  
Max. Output Size: 10 in. by 10 in.  
Resolves Support: Graphing,  
Geometrics, Drafting, Three-  
Dimensional Graphics, Mapping,  
Raster and Vector Graphics  
Data Transmission Characteristics:  
ASCII, BCD, Parallel, Serial,  
Differential  
Price: \$62,000  
Distribution Method: End User,  
DEM  
Number Installed to Date: 100 - 500  
Date First Installed: 1977

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**OFFICE INTERNATIONAL**  
INC.  
C-4886  
Compatibility: Any RS-232C DG  
Printer Type: Drum  
Resolution: 002000 in.  
REDLASE  
Output Medium: Film  
Max. Output Size: 10 in. by 10 in.  
Resolutions Supported: Graphing,  
Geometrics, Drafting, Three-  
Dimensional Graphics, Mapping,  
Raster/Vector Graphics  
Data Transmission Characteristics:  
Ack, BCD, Parallel, Serial,  
Differential  
Price: \$138,000  
Shipment Method: End User;  
OEM  
Manufacturer Installed to Date: 100 - 50  
Data Firm Installed to Date: 1879

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**OPTONICS INTERNATIONAL  
INC.**  
L-3436  
Compatibility: Any RS-232  
Plexer Type: Drum  
Accuracy: 20/1000 in.  
Repeatability: .000200 in., Laser  
Photo Plot  
Output Medium: Paper, Film, Mylar  
Glass  
Plate  
Resolutions Supported: Graphing,  
Geometrics, Drafting, Three-  
Dimensional Graphics, Mapping,  
Raster and Vector Graphics  
Data Transmission Characteristics:  
ASCII, BCD, Parallel, Serial,  
Differential  
Price: \$130,000

## Plotters

Distribution Method: End User;  
 OEM  
 Number Installed to Date: 100 - 500  
 Date First Installed: 1987

### OPTONICS INTERNATIONAL, INC.

L-8000  
 Compatibility: Any RS-232 VAX, DG  
 Plotter Type: Drum  
 Resolution: 002000 in.  
 Max. Output Size: 10 in. by 10 in.  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Raster and Vector Graphics  
 Data Transmission Characteristics: Ascii, BCD, Parallel, Serial, Differential  
 Price: \$85,000  
 Distribution Method: OEM  
 Number Installed to Date: 100 - 500  
 Date First Installed: 1979

### OPTONICS INTERNATIONAL, INC.

L-1200  
 Compatibility: Any RS-232 VAX, DG  
 Plotter Type: Drum  
 Resolution: 001000 in.  
 Max. Output Size: 10 in. by 10 in.  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Raster and Vector Graphics  
 Data Transmission Characteristics: Ascii, BCD, Parallel, Serial, Differential  
 Price: \$65,000  
 Distribution Method: End User;  
 OEM  
 Number Installed to Date: Under 100  
 Date First Installed: 1977

### OPTONICS INTERNATIONAL, INC.

P-1700  
 Compatibility: Any RS-232 VAX, DG  
 Plotter Type: Drum  
 Resolution: 002000 in.  
 Max. Output Size: 10 in. by 10 in.  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Raster and Vector Graphics  
 Data Transmission Characteristics: Ascii, BCD, Parallel, Serial, Differential  
 Price: \$125,000  
 Distribution Method: End User;  
 OEM  
 Number Installed to Date: 100 - 500  
 Date First Installed: 1975

### PARADIGM INDUSTRIAL CO.

VP-4000P  
 Plotter Type: Flatbed  
 Resolution: 004000 in.  
 Number and Types of Pens: 8, Ball-Point, Fiber-Tip, Plastic Tip  
 Peak Pen Speed: 18 in./sec.  
 Output Mediums: Paper, Film, Mylar  
 Max. Output Size: 7 in. by 10 in.  
 Routines Supported: Graphing,

Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
 Price: \$1,565  
 Distribution Method: Third-Party  
 Number Installed to Date: Under 100  
 Date First Installed: November 1982  
 (See Vendor Profile Page V-26)

### PARADIGM INDUSTRIAL CO.

VP-4000P  
 Plotter Type: Flatbed  
 Resolution: 004000 in.  
 Number and Types of Pens: 8, Ball-Point, Fiber-Tip, Plastic Tip  
 Peak Pen Speed: 18 in./sec.  
 Output Mediums: Paper, Film, Mylar  
 Max. Output Size: 10 in. by 14 in.  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
 Price: \$1,565  
 Distribution Method: Third-Party  
 Date First Installed: July 1983

### ROLAND DG

DEX-818  
 Plotter Type: Flatbed  
 Number and Types of Pens: 8, Ball-Point, Liquid Ink/Technical, Fiber-Tip  
 Peak Pen Speed: 8 in./sec.  
 Output Mediums: Paper, Film, Mylar  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, CAD  
 Data Transmission Characteristics: Ascii, BCD, Parallel, Serial  
 Price: \$895  
 Distribution Method: Third-Party  
 Date First Installed: October 1983  
 (See Vendor Profile Page V-30)

### SANYO BUSINESS SYSTEMS

PS 100 XY  
 Plotter Type: Flatbed  
 Resolution: 012000 in.  
 Number and Types of Pens: 4, Fiber Tip  
 Peak Pen Speed: Variable  
 Output Mediums: Paper  
 Routines Supported: Graphing, Geometrics, Drafting, Mapping, Interactive Design, Line and Pie Graphs  
 Data Transmission Characteristics: Ascii, Parallel, Serial  
 Price: \$995 to \$1,285  
 Distribution Method: Third-Party  
 Number Installed to Date: 500 - 1,000  
 Date First Installed: 1983  
 (See Vendor Profile Page V-38)

### SERO INSTRUMENTS USA, INC.

CH-8801 COLOR HARD COPIER  
 Compatibility: Synetics, RGB Video  
 Plotter Type: Thermal Ink Transfer  
 Output Mediums: Paper, Film  
 Data Transmission Characteristics: Analog Video, Parallel, Video

Distribution Method: End User;  
 OEM  
 Date First Installed: 1983  
 (See Vendor Profile Page V-37)

### STROBE, INC.

MOORE 304  
 Compatibility: DEC Rainbow, IBM PC, Apple II Series  
 Plotter Type: Drum  
 Resolution: 002000 in.  
 Number and Types of Pens: 1, Fiber Tip, Plot Pen  
 Peak Pen Speed: 3 in./sec.  
 Output Mediums: Paper, Film  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
 Data Transmission Characteristics: Ascii, Pans, Serial  
 Price: \$735  
 Distribution Method: Third-Party  
 Number Installed to Date: 500 - 1,000  
 Date First Installed: September 1981  
 (See Vendor Profile Page V-33)

### STROBE, INC.

MOORE 304  
 Compatibility: IBM PC, DEC Rainbow, Apple II Series  
 Plotter Type: Drum  
 Resolution: 002000 in.  
 Number and Types of Pens: 3 in./sec.  
 Output Mediums: Paper, Film  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
 Data Transmission Characteristics: Ascii, Pans, Serial  
 Price: \$995  
 Distribution Method: Third-Party  
 Number Installed to Date: 1,000 - 5,000  
 Date First Installed: 1983

### TAMMY CORP.

PP-618 PLOTTER/PRINTER  
 Plotter Type: Flatbed  
 Resolution: 012000 in.  
 Number and Types of Pens: 1, Fiber-Tip  
 Peak Pen Speed: 3.93 in./sec.  
 Output Mediums: Paper  
 Max. Output Size: 10 in. by 14 in.  
 Routines Supported: Ascii CTL Codes  
 Data Transmission Characteristics: Parallel, Serial  
 Price: \$995  
 Distribution Method: End User  
 Date First Installed: 1982  
 (See Vendor Profile Page V-33)

### TEXTPHONE, INC. \*

4802 INTERACTIVE DIGITAL PLOTTER  
 Plotter Type: Flatbed  
 Resolution: 034000 in.  
 Number and Types of Pens: 1, Fiber-Tip  
 Peak Pen Speed: 3 in./sec.  
 Output Mediums: Paper, Film, Mylar  
 Max. Output Size: 11 in. by 17 in.  
 Date Transmission Characteristics: Ascii, Serial, EBCDIC-488  
 Price: \$12,900  
 Distribution Method: End User;  
 OEM

Number and Types of Pens: 8, Liquid Ink/Technical, Fiber-Tip, Fine Line Nylon Tip  
 Peak Pen Speed: 22 in./sec.  
 Output Mediums: Paper, Film, Mylar  
 Max. Output Size: 11 in. by 17 in.  
 Date Transmission Characteristics: Ascii, Serial, EBCDIC-488  
 Price: \$5,800  
 Distribution Method: End User;  
 OEM  
 (See Vendor Profile Page V-34)

### TEXTPHONE, INC.

4802 INTERACTIVE DIGITAL PLOTTER  
 Plotter Type: Flatbed  
 Resolution: 034000 in.  
 Number and Types of Pens: 2, Fine Line Nylon Tip  
 Peak Pen Speed: 22 in./sec.  
 Output Mediums: Paper, Film, Mylar  
 Max. Output Size: 17 in. by 22 in.  
 Date Transmission Characteristics: Ascii, Serial, EBCDIC-488  
 Price: \$12,900  
 Distribution Method: End User;  
 OEM

### VERMATEC, INC.

8230P  
 Plotter Type: Electronic  
 Resolution: 015000 in.  
 Number and Types of Pens: 2, Fine Line Nylon Tip  
 Peak Pen Speed: 22 in./sec.  
 Output Mediums: Paper, Film, Mylar, 100% Cotton  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, PC Board Layout  
 Price: \$28,500  
 Distribution Method: End User;  
 OEM  
 (See Vendor Profile Page V-36)

### VERMATEC, INC.

8230P  
 Plotter Type: Electronic  
 Resolution: 015000 in.  
 Number and Types of Pens: 2, Fine Line Nylon Tip  
 Peak Pen Speed: 22 in./sec.  
 Output Mediums: Paper, Film, Mylar, 100% Cotton  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, PC Board Layout  
 Price: \$28,500  
 Distribution Method: End User;  
 OEM

### VERMATEC, INC.

8230P  
 Plotter Type: Electronic  
 Resolution: 015000 in.  
 Number and Types of Pens: 2, Fine Line Nylon Tip  
 Peak Pen Speed: 22 in./sec.  
 Output Mediums: Paper, Film, Mylar, 100% Cotton  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, PC Board Layout  
 Price: \$41,500  
 Distribution Method: End User;  
 OEM

## Plotters

### VERATAC, INC.

**824P**  
**Plotter Type:** Electrostatic  
**Accuracy:** 0.15000 in.  
**Repeatability:** 0.10000 in.  
**Resolution:** 0.00200 in.  
**Output Medium:** Paper, Film, Volum.  
**100% Cotton**  
**Routines Supported:** Graphing,  
 Geometrics, Drafting, Three-  
 Dimensional Graphics, Mapping,  
 Interactive Design, PC Board Layout  
**Price:** \$53,500  
**Distribution Method:** End User;  
 OEM

### VERATAC, INC.

**824A**  
**Plotter Type:** Electrostatic  
**Accuracy:** 0.15000 in.  
**Repeatability:** 0.10000 in.  
**Resolution:** 0.00200 in.  
**Output Medium:** Paper, Volum.  
**100% Cotton**  
**Routines Supported:** Graphing,  
 Geometrics, Drafting, Three-  
 Dimensional Graphics, Mapping,  
 Interactive Design, PC Board Layout  
**Price:** \$56,200  
**Distribution Method:** End User;  
 OEM

### VERATAC, INC.

**827A**  
**Plotter Type:** Electrostatic  
**Accuracy:** 0.15000 in.  
**Repeatability:** 0.10000 in.  
**Resolution:** 0.00200 in.  
**Output Medium:** Paper, Volum.  
**100% Cotton**  
**Routines Supported:** Graphing,  
 Geometrics, Drafting, Three-  
 Dimensional Graphics, Mapping,  
 Interactive Design, PC Board Layout  
**Price:** \$56,200  
**Distribution Method:** End User;  
 OEM

**Interactive Design, PC Board Layout**  
**Price:** \$53,500  
**Distribution Method:** End User;  
 OEM

### VERATAC, INC.

**82P42**  
**Plotter Type:** Electrostatic  
**Accuracy:** 0.15000 in.  
**Repeatability:** 0.10000 in.  
**Resolution:** 0.00200 in.  
**Output Medium:** Paper, Film, Volum.  
**100% Cotton**  
**Routines Supported:** Graphing,  
 Geometrics, Drafting, Three-  
 Dimensional Graphics, Mapping,  
 Interactive Design, PC Board Layout  
**Price:** \$58,000  
**Distribution Method:** End User;  
 OEM

### VERATAC, INC.

**V80**  
**Plotter Type:** Electrostatic  
**Accuracy:** 0.15000 in.  
**Repeatability:** 0.10000 in.  
**Resolution:** 0.00200 in.  
**Output Medium:** Paper, Volum.  
**100% Cotton**  
**Routines Supported:** Graphing,  
 Geometrics, Drafting, Three-  
 Dimensional Graphics, Mapping,  
 Interactive Design, PC Board Layout  
**Price:** \$58,000  
**Distribution Method:** End User;  
 OEM

### VERATAC, INC.

**V80P**  
**Plotter Type:** Electrostatic  
**Accuracy:** 0.15000 in.  
**Repeatability:** 0.10000 in.  
**Resolution:** 0.00200 in.

**Output Medium:** Paper, Film, Volum.  
**100% Cotton**  
**Routines Supported:** Graphing,  
 Geometrics, Drafting, Three-  
 Dimensional Graphics, Mapping,  
 Interactive Design, PC Board Layout  
**Price:** \$5,900  
**Distribution Method:** End User;  
 OEM

### WESTERN GRAPHTEC, INC.

**SP 1000**  
**Plotter Type:** Flatbed  
**Accuracy:** 0.01000 in.  
**Repeatability:** 0.10000 in.  
**Number and Types of Pens:** 6,  
 Liquid Ink/Technical  
**Pen Pen Speed:** 6 in./sec.  
**Output Medium:** Paper  
**Max. Output Size:** 14 in. by 11 in.  
**Routines Supported:** Graphing,  
 Geometrics, Drafting, Three-  
 Dimensional Graphics, Mapping  
**Distribution Method:** End User;  
 OEM; Third-Party  
 (See Vendor Profile Page V-57)

### WESTERN GRAPHTEC, INC.

**W64251 PLOT WRITER**  
**Accuracy:** 0.00000 in.  
**Repeatability:** 0.00000 in.  
**Resolution:** 0.00000 in.  
**Number and Types of Pens:** 4, Ball-  
 Point  
**Output Medium:** Paper  
**Max. Output Size:** 11 in. by 36 in.  
**Routines Supported:** Graphing,  
 Geometrics, Drafting, Three-  
 Dimensional Graphics, Mapping  
**Price:** \$2,490  
**Distribution Method:** End User;  
 OEM  
**Date First Installed:** 1979

### YOKOGAWA OF AMERICA

**PL1000**  
**Plotter Type:** Old Wheel  
**Accuracy:** 0.01000 in.  
**Repeatability:** 0.00000 in.  
**Resolution:** 0.00000 in.  
**Number and Types of Pens:** 4,  
 Plastic Tip, Oil Based  
**Pen Pen Speed:** 4 in./sec.  
**Output Medium:** Paper, Mylar  
**Max. Output Size:** 11 in. by 17 in.  
**Routines Supported:** Graphing,  
 Area, Circle  
**Data Transmission Characteristics:**  
 Ascii, Parallel, Serial  
**Price:** \$995 to \$1,150  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Date First Installed:** January 1983  
 (See Vendor Profile Page V-37)

### YOKOGAWA OF AMERICA

**PL 2000**  
**Plotter Type:** Flatbed  
**Accuracy:** 0.01000 in.  
**Repeatability:** 0.00000 in.  
**Resolution:** 0.00000 in.  
**Number and Types of Pens:** 4,  
 Ceramic, Flat, Drafting  
**Pen Pen Speed:** 10 cm/sec.  
**Output Medium:** Paper, Mylar  
**Max. Output Size:** 9 in. by 11 in.  
**Routines Supported:** Graphing,  
 Character Rotation, Gcing  
**Data Transmission Characteristics:**  
 Ascii, Parallel, Serial  
**Price:** \$2,100  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Number Installed to Date:** 150  
**Date First Installed:** January 1983

DIGITIZERS

## Digitizer Index

### Index to Digitizers

A digitizer is a device that converts graphic data into digital data or numeric form. The index has been sorted according to two types — flatbed and image-scan digitizers — and contains information on the product, price and the page number on which the complete product listing can be found. Vendors are listed alphabetically with their products following in alphabetical order.

### Flatbed Digitizers

VENDOR	MODEL	PRICE	PAGE
Alttek Corp.	DATATAB	N/A	D-40
Artis Graphics Corp.	ARISTOMAT 1000	\$25,000	D-40
Camputer Tech. Inc.	800 CURSOR DIGITIZER	\$2,000 to \$12,000	D-40
Data Technology, Inc.	DT 4080-C	\$38,000 to \$39,999	D-40
Engquist, Inc.	E230	\$600	D-40
Services	80001 GRAPHICS TABLET	\$2,000	D-41
STOD Corp.	DIG-PAD 5 FAMILY	\$799 to \$999	D-41
Heath-Rothland Co.	HP 511A	\$2,050	D-41
	HP 1783A	\$1,300	D-41
Houston Instrument Co.	COM-LOT DIGITIZER SERIES 7000	\$1,650 to \$8,750	D-41
	HP400 DIGITIZER	\$640 to \$1,195	D-41
Karta Corp.	SERIES 1	\$696	D-41
	SERIES 2	\$6,500	D-41
Monomax Corp.	2200	\$675 to \$1,275	D-41
	2400	\$3,400 to \$6,000	D-42
Penagel, Inc.	PERIPAD 300	\$260	D-42
Summagraphics Corp.	BIT PAD TWO	\$940	D-42
	BIT PAD 1	\$745	D-42
	BIT PAD 1S	\$745	D-42
	ID	\$4,000	D-42
	MACROPAD	\$4,900	D-42
	MM	\$700	D-42
	SUMMAGRID DIGITIZERS	\$6,000	D-42
	SUPERGRID	\$5,000	D-42
	TOUCH PEN SYSTEM	\$700	D-42
Sum-Plan Co., Inc.	4553	\$5,800	D-42
Tektronix, Inc.	4654	\$2,100	D-42
	4654 GRAPHIC TABLET	\$5,670	D-42

### Image-Scan Digitizers

VENDOR	MODEL	PRICE	PAGE
Colorado Video, Inc.	XY DIGITIZER 822	\$4,500	D-40
Scanway	DIGITIZING CAMERA	\$7,800	D-40
Seismat	DO VIDEO DIGITIZER	\$9,000	D-40
Data Technology, Inc.	ALDO	\$20,000	D-40
L-W International	110C	\$20,000	D-41

### Digitizers Using Other Technologies

VENDOR	MODEL	PRICE	PAGE
Artis Graphics Corp.	ARISTOCORD 100	\$14,000 to \$16,000	D-40
Calcomp	CALCOMP 3000 SERIES	\$600	D-40
	CALCOMP 4000 SERIES	\$1,000	D-40
	CALCOMP 6000 SERIES	\$1,800	D-40
	CALCOMP 8000 SERIES	\$2,800	D-40



# Digitizer Index

CalComp	CALCOMP 9000	\$1,541	D-48
Canon Inc.	PA-100	\$666	D-48
Digitronics, Inc.	ET-75	\$1,500	D-48
ETGO Corp.	MICRO DISK-PRO	\$750	D-41
General Instruments, Ltd.	HISCOMSCAN LINE	\$600 to \$7,000	D-41
Kierulff Corp.	SERIES 3	\$600	D-41
Kierulff Control Systems, Inc.	PERCEPTION	\$6,500	D-41
	SPACE TABLET	\$795 to \$1,000	D-41
Olivetti International, Inc.	C-4100	\$55,000	D-42
	F-1000	\$45,000	D-42
Polhemus Navigation Sciences, Inc.	3 SPACE DIGITIZER	\$11,900 to \$30,000	D-42
Science Accessories Corp.	SD-3	\$3,775 to \$4,500	D-42
	GP-35P	\$10,700	D-42
	GP-7	\$600	D-42
	GP-8	\$2,450 to \$2,100	D-42
Summagraphics Corp.	SAHMA MOUSE	\$300	D-42
XYTEK Corp.	E-1000	N/A	D-43

## Digitizers

### ALTRIX CORP.

#### DATATAP

Compatibility: DEC VAX-11/780, HP 1000, DG

Digitizer Type: Flatbed

Digitization Method: Active

Cursor Type: Free/Cross Hair

Accuracy: .003 in.

Repeatability: .001 in.

Resolution: 500 in.

Digitization Rate: 100 coordinate

per/sec

Operating Mode: Point, Continuous,

Incremental, Vector

Data Transmission Characteristics:

Ascl, Bsccl, Parallel, Serial, IEEE-

488

Distribution Method: OEM

Number Installed to Date: 1,000-

5,000

Date First Installed: June 1978

(See Vendor Profile Page V-2)

### AMBIT GRAPHING CORP.

#### AMBITGRAPH 189

Compatibility: DEC LS-8

Digitizer Type: On-board

Digitization Method: Active

Cursor Type: Free/Pen

Accuracy: .003 in.

Repeatability: .002 in.

Resolution: 500 in.

Digitization Rate: 180 coordinate

per/sec

Operating Mode: Point, Continuous

Maximum Tablet/Input Size: 36 in.

Data Transmission Characteristics:

Ascl, BCD, Parallel, Serial

Price: \$10,000 to \$14,000

Distribution Method: End User

Number Installed to Date: Under

100

Date First Installed: September

1978

(See Vendor Profile Page V-3)

### ARISTO GRAPHING CORP.

#### ARISTOMAT 1860

Digitizer Type: Flatbed

Digitization Method: Active

Cursor Type: TV System Closed

Cross

Accuracy: .001 in.

Repeatability: .0004 in.

Resolution: 3000 in.

Digitization Rate: Data Release Via

Key

Operating Mode: Point, Formatted

and Coded Numerical Control

Maximum Tablet/Input Size: 48 in.

Data Transmission Characteristics:

Ascl, Bsccl, P, Parallel, Serial

Price: \$20,000

Distribution Method: End User

Number Installed to Date: Under

100

Date First Installed: January 1975

### GALCONOP

#### CALCONOP 2880 SERIES

Digitizer Type: Tablet

Digitization Method: Active

Cursor Type: Free/Pen, Free/Cross

Hair, Free/Cross

Accuracy: .025 in.

Resolution: 256 in.

Digitization Rate: 100 coordinate

per/sec

Operating Mode: Point, Continuous,

Incremental, Vector

Data Transmission Characteristics:

Ascl, Bsccl, Parallel, Serial

Price: \$1,541

Distribution Method: OEM

Date First Installed: 1982

(See Vendor Profile Page V-10)

### COLORADO VIDEO, INC.

#### ST DIGITIZER 822

Incremental, Track

Maximum Tablet/Input Size: 12 in.

Data Transmission Characteristics:

Ascl, Serial, RS-232C

Price: \$500

Distribution Method: OEM

Date First Installed: May 1982

(See Vendor Profile Page V-5)

### GALCONOP

#### CALCONOP 6800 SERIES

Digitizer Type: Tablet

Digitization Method: Active

Cursor Type: Free/Pen, Free/Cross

Hair

Accuracy: .025 in.

Resolution: .0025 in.

Digitization Rate: 240 coordinate

per/sec

Operating Mode: Point, Continuous

Maximum Tablet/Input Size: 11 in.

Price: \$1,000

Distribution Method: OEM

Date First Installed: 1979

### GALCONOP

#### CALCONOP 8800 SERIES

Digitizer Type: Tablet

Digitization Method: Active

Cursor Type: Free/Pen, Free/Cross

Hair

Accuracy: .010 in.

Resolution: 100 coordinate

per/sec

Operating Mode: Point, Continuous,

Incremental, Track

Maximum Tablet/Input Size: 44 in.

Price: \$1,500

Distribution Method: OEM

Date First Installed: 1974

### GALCONOP

#### CALCONOP 9800 SERIES

Digitizer Type: Tablet

Digitization Method: Active

Cursor Type: Free/Pen, Free/Cross

Hair

Accuracy: .0105 in.

Resolution: .001 in.

Digitization Rate: 100 coordinate

per/sec

Operating Mode: Point, Continuous,

Incremental, Track

Maximum Tablet/Input Size: 44 in.

Data Transmission Characteristics:

Ascl, BCD, Parallel, Serial

Price: \$2,800

Distribution Method: OEM

Date First Installed: 1979

### GALCONOP

#### CALCONOP 9880

Digitizer Type: Tablet

Digitization Method: Active

Cursor Type: Free/Pen

Accuracy: .0105 in.

Resolution: .001 in.

Digitization Rate: 100 coordinate

per/sec

Operating Mode: Point, Continuous,

Incremental, Track, Line

Maximum Tablet/Input Size: 60 in.

Data Transmission Characteristics:

Ascl, BCD, Parallel, Serial

Price: \$1,541

Distribution Method: OEM

Date First Installed: 1982

(See Vendor Profile Page V-10)

### COMSOP, INC.

#### COMSOP 8077, INC.

Compatibility: Apple II

Digitizer Type: Video Input

Digitization Method: Photographic

Cursor Type: Free/Cross Hair

Accuracy: .005 coordinate

per/sec

Distribution Method: End User

Price: \$995

Distribution Method: End User

Number Installed to Date: 100- 500

Date First Installed: September

1982

(See Vendor Profile Page V-7)

### COMPUTER TALK, INC.

#### 8800 CURSOR DIGITIZER

Digitizer Type: Flatbed

Digitization Method: Passive

Cursor Type: Free/Cross Hair

Accuracy: .005 in.

Repeatability: .002 in.

Resolution: 1000 coordinate

per/sec

Operating Mode: Point, Continuous,

Incremental, Area, Volume, Linear

Price: \$28,000 to \$38,995

Data Transmission Characteristics:

Ascl, Bsccl, Binary, P, BCD,

Binary, Serial, IEEE-488

Price: \$2,000 to \$13,000

Distribution Method: End User

Date First Installed: May 1972

(See Vendor Profile Page V-8)

### BATACOPY

#### DIGITIZING CAMERA

Compatibility: DEC PDP-11, HP

8600C, 9000

Digitizer Type: Image Scan

Digitization Method: Passive

Cursor Type: Camera

Resolution: .0025 in.

Operating Mode: Point

Data Transmission Characteristics:

Parallel

Price: \$7,800

Distribution Method: OEM

Number Installed to Date: 200

Date First Installed: March 1982

(See Vendor Profile Page V-8)

### BATAMAX

#### 30 VIDEO DIGITIZER

Compatibility: Datamax UNTR

Digitizer Type: Image Scan

Digitization Method: Active

Cursor Type: Video (Camera)

Digitization Rate: 1 Frame/Sec

Operating Mode: Continuous

Price: \$2,000

Distribution Method: Third-Party

Number Installed to Date: Under

100

(See Vendor Profile Page V-10)

### BATA TECHNOLOGY, INC.

#### ALD-2

Digitizer Type: Image Scan

Digitization Method: Active

Cursor Type: Photocamera

P, Parallel, Serial, IEEE-

488

Repeatability: .001 in.

Resolution: 500 in.

Digitization Rate: 300 coordinate

per/sec

Operating Mode: Point, Continuous,

Incremental

Maximum Tablet/Input Size: 40 in.

Data Transmission Characteristics:

Ascl, P, Serial

Price: \$50,000

Distribution Method: End User

Number Installed to Date: Under

100

Date First Installed: October 1982

(See Vendor Profile Page V-18)

### BATA TECHNOLOGY, INC.

#### DT 5000-0

Compatibility: DEC PDP-11, LS-

1103, Micro PDP-11

Digitizer Type: Flatbed

Digitization Method: Active

Cursor Type: Free/Cross Hair,

Shut

Accuracy: .005 in.

Repeatability: .001 in.

Resolution: 500 in.

Digitization Rate: 200 coordinate

per/sec

Operating Mode: Point, Continuous,

Incremental

Maximum Tablet/Input Size: 40 in.

Data Transmission Characteristics:

Ascl, P, Serial

Price: \$28,000 to \$38,995

Distribution Method: End User

OEM

Number Installed to Date: Under

100

Date First Installed: February 1983

### BIOGRAPHICS, INC.

#### EP36

Digitizer Type: Flatbed

Digitization Method: Active

Cursor Type: Touch Panel

Accuracy: .040 in.

Resolution: 486 in.

Digitization Rate: 100 coordinate

per/sec

Operating Mode: Point, Continuous,

Incremental

Maximum Tablet/Input Size: 48 in.

Data Transmission Characteristics:

Ascl, BCD, Serial

## Digitizers

Maximum Tablet/Input Size: 48 in.  
Data Transmission Characteristics:  
Axi, P, BCD, Parallel, Serial  
Price: \$1,500  
Distribution Method: End User;  
OCM  
Number Installed to Date: 10,000  
Date First Installed: 1978

### STUDIOS

**MS91 GRAPHICS TABLET**  
Compatibility: Evision 220, 230  
Digitizer Type: Flatbed  
Digitization Method: Passive  
Cursor Type: Free/Pen, Free/Cross  
Hair  
Accuracy: .01 in.  
Repeatability: .001 in.  
Digitization Rate: 250 coordinate  
per/sec  
Operating Mode: Point, Continuous  
Maximum Tablet/Input Size: 11 in.  
Data Transmission Characteristics:  
Axi, P, BCD, Serial  
Price: \$2,000  
Distribution Method: End User;  
OCM, Third-Party  
Number Installed to Date: Under  
100  
Date First Installed: February 1983  
(See Vendor Profile Page V-13)

### STUDIOS

**MS91-RAD 1 FAMILY**  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Cross Hair  
Accuracy: .005 in.  
Repeatability: .001 in.  
Resolution: .001 in.  
Digitization Rate: 250 coordinate  
per/sec  
Operating Mode: Point, Continuous,  
Incremental  
Maximum Tablet/Input Size: 42 in.  
Data Transmission Characteristics:  
Axi, B, P, BCD, Parallel, Serial  
Price: \$795 to \$2,000  
Distribution Method: End User;  
OCM  
Date First Installed: January 1981  
(See Vendor Profile Page V-18)

### STUDIOS

**MS91-RAD 2**  
Digitization Method: Active  
Cursor Type: Free/Pen  
Accuracy: .005 in.  
Repeatability: .001 in.  
Resolution: .001 in.  
Digitization Rate: 250 coordinate  
per/sec  
Operating Mode: Point, Continuous  
Data Transmission Characteristics:  
Axi, P, BCD, Parallel, Serial  
Price: \$795 to \$2,000  
Distribution Method: End User;  
OCM

**HEWLETT-PACKARD CO.**  
HP 811A  
Compatibility: HP 80, 200, 1000  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Pen  
Repeatability: .004 in.  
Resolution: .004 in.

Digitization Rate: 60 coordinate  
per/sec  
Operating Mode: Point, Continuous  
Maximum Tablet/Input Size: 9 in.  
Data Transmission Characteristics:  
Parallel  
Price: \$2,000  
Distribution Method: End User  
Date First Installed: November 1981  
(See Vendor Profile Page V-18)

**HEWLETT-PACKARD CO.**  
HP 1983A  
Compatibility: HP 1000, 3000, 2622,  
2627  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Pen  
Repeatability: .0003 in.  
Resolution: .0003 in.  
Digitization Rate: 9600 coordinate  
per/sec  
Operating Mode: Point, Continuous  
Maximum Tablet/Input Size: 12 in.  
Data Transmission Characteristics:  
Axi, B, P, BCD, Parallel, Serial  
Price: \$1,980  
Distribution Method: End User  
Date First Installed: February 1983

**HYDRO AMERICA, LTD.**  
HYCOMSCAN LINE  
Compatibility: Any RS-232  
Digitizer Type: Free/Cursor  
Accuracy: .008 in.  
Repeatability: .005 in.  
Resolution: .001 in.  
Digitization Rate: 250 coordinate  
per/sec  
Operating Mode: Point, Continuous,  
Incremental  
Maximum Tablet/Input Size: 44 in.  
Data Transmission Characteristics:  
Axi, BCD, Parallel, Serial  
Price: \$600 to \$7,000  
Distribution Method: End User;  
OCM, Third-Party  
Number Installed to Date: 3,000  
Date First Installed: 1981

**HOUSTON INSTRUMENT**  
COMPLY DIGITIZER SERIES 7000  
Compatibility: RS-232C  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Pen, Free/Cross  
Hair  
Accuracy: .005 in.  
Repeatability: .001 in.  
Resolution: .001 in.  
Digitization Rate: 150 coordinate  
per/sec  
Operating Mode: Point, Continuous,  
Incremental, Switch Stream  
Maximum Tablet/Input Size: 42 in.  
Data Transmission Characteristics:  
Axi, B, P, BCD, Parallel, Serial  
Price: \$2,850 to \$8,150  
Distribution Method: OCM, Third-Party  
Date First Installed: July 1981  
(See Vendor Profile Page V-17)

**HOUSTON INSTRUMENT**  
HWD DIGITIZER  
Compatibility: Any RS-232C  
Digitizer Type: Flatbed  
Digitization Method: Active

Cursor Type: Free/Pen, Free/Cross  
Hair  
Accuracy: .015 in.  
Repeatability: .015 in.  
Resolution: .005 in.  
Digitization Rate: 100 coordinate  
per/sec  
Operating Mode: Point, Continuous  
Maximum Tablet/Input Size: 11 in.  
Data Transmission Characteristics:  
Axi, BCD, Parallel, Serial  
Price: \$840 to \$1,190  
Distribution Method: OCM, Third-Party  
Date First Installed: 1980

**KUNTA CORP.**  
SERIES 1  
Digitizer Type: Flatbed  
Digitization Method: Passive  
Cursor Type: Free/Pen, Free/Cross  
Hair  
Accuracy: .005 in.  
Repeatability: .002 in.  
Resolution: .002 in.  
Digitization Rate: 200 coordinate  
per/sec  
Operating Mode: Point, Continuous,  
Incremental  
Maximum Tablet/Input Size: 12 in.  
Data Transmission Characteristics:  
Axi, BCD, Serial  
Price: \$585  
Distribution Method: OCM, Third-Party  
Date First Installed: 1983  
(See Vendor Profile Page V-19)

**KUNTA CORP.**  
SERIES 2  
Digitization Method: Passive  
Cursor Type: Free/Pen, Free/Cross  
Hair  
Accuracy: .015 in.  
Repeatability: .001 in.  
Resolution: .001 in.  
Digitization Rate: 200 coordinate  
per/sec  
Operating Mode: Point, Continuous,  
Incremental  
Maximum Tablet/Input Size: 12 in.  
Data Transmission Characteristics:  
Axi, BCD, Serial  
Price: \$585  
Distribution Method: OCM, Third-Party  
Date First Installed: 1983

**KUNTA CORP.**  
SERIES 3  
Digitizer Type: Flatbed  
Digitization Method: Passive  
Cursor Type: Free/Pen  
Accuracy: .01 in.  
Repeatability: .001 in.  
Resolution: .001 in.  
Digitization Rate: 100 coordinate  
per/sec  
Operating Mode: Point, Continuous,  
Incremental  
Maximum Tablet/Input Size: 42 in.  
Data Transmission Characteristics:  
Axi, BCD, Serial  
Price: \$6,000  
Distribution Method: OCM, Third-Party  
Date First Installed: 1983

**L-W INTERNATIONAL**  
118C  
Digitizer Type: Image Scan  
Digitization Method: Passive

Cursor Type: Free/Pen, Free/Cross  
Hair  
Accuracy: .010 in.  
Repeatability: .001 in.  
Resolution: .001 in.  
Digitization Rate: 200 coordinate  
per/sec  
Operating Mode: Point, Continuous,  
Incremental  
Maximum Tablet/Input Size: 20 in.  
Data Transmission Characteristics:  
Axi, B, P, BCD, Parallel  
Price: \$20,000  
Distribution Method: End User  
Number Installed to Date: Under  
100  
Date First Installed: June 1983  
(See Vendor Profile Page V-20)

### MECO CONTROL SYSTEMS, INC.

**PERCEPTOR**  
Digitizer Type: Mechanical Three-Dimensional  
Digitization Method: Active  
Cursor Type: Automatic Arm  
Accuracy: .001 in.  
Repeatability: .01 in.  
Resolution: .002 in.  
Digitization Rate: 7 coordinate  
per/sec  
Operating Mode: Point  
Data Transmission Characteristics:  
Axi  
Price: \$6,300  
Distribution Method: End User;  
OCM  
Number Installed to Date: 100 - 500  
Date First Installed: May 1984  
(See Vendor Profile Page V-21)

### MECO CONTROL SYSTEMS, INC.

**SPACE TABLET**  
Compatibility: IBM PC and  
Compatibles, Apple II  
Digitizer Type: Mechanical Three-Dimensional  
Digitization Method: Active  
Cursor Type: Automatic Arm  
Accuracy: .03 in.  
Repeatability: .03 in.  
Resolution: .03 in.  
Digitization Rate: 7 coordinate  
per/sec  
Operating Mode: Point  
Data Transmission Characteristics:  
P, B, Axi, B, Serial  
Price: \$790 to \$1,000  
Distribution Method: End User;  
OCM, Third-Party  
Number Installed to Date: 500 -  
1,000  
Date First Installed: August 1982  
(See Vendor Profile Page V-21)

### NUMERICS CORP.

**2580**  
Digitizer Type: Flatbed  
Digitization Method: Passive  
Cursor Type: Free/Pen, Free/Cross  
Hair  
Accuracy: .008 in.  
Repeatability: .003 in.  
Resolution: .001 in.  
Digitization Rate: 200 coordinate  
per/sec  
Operating Mode: Point, Continuous,  
Incremental, Switch Stream

## Digitizers

Maximum Table/Input Size: 42 in.  
Data Transmission Characteristics:  
Axi, Pura, Packed Binary, Parallel,  
Serial  
Price: \$675 to \$1,275  
Distribution Method: OEM  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: March 1982  
(See Vendor Profile Page V-25)

### SUNSHINE CORP.

2496  
Digitizer Type: Flatbed  
Digitization Method: Passive  
Cursor Type: Free/Cross Hair  
Accuracy: .005 in.  
Repeatability: .005 in.  
Resolution: .001 in.  
Digitization Rate: 200 coordinate  
pairs/sec  
Operating Mode: Point, Continuous,  
Incremental, Switch Stream  
Maximum Table/Input Size: 42 in.  
Data Transmission Characteristics:  
Axi, Pura, Parallel, Serial  
Price: \$3,825 to \$8,000  
Distribution Method: End User/  
OEM  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: July 1980

### OPTHEX INTERNATIONAL, INC.

C-198  
Compatibility: Any RS-232 VAX, DG  
Digitizer Type: Drum  
Digitization Method: Raster Scan  
Cursor Type: Optical Scanner  
Digitization Rate: 25 coordinate  
pairs/sec  
Operating Mode: Continuous  
Maximum Table/Input Size: 10 in.  
Data Transmission Characteristics:  
Axi, BCD, Parallel, Serial,  
Differential  
Price: \$55,000  
Distribution Method: End User/  
OEM  
Number Installed to Date: 100 - 500  
Date First Installed: 1975  
(See Vendor Profile Page V-23)

### OPTHEX INTERNATIONAL, INC.

P-198  
Compatibility: Any RS-232 VAX, DG  
Digitizer Type: Drum  
Digitization Method: Raster Scan  
Cursor Type: Optical Scanner  
Digitization Rate: 25 coordinate  
pairs/sec  
Operating Mode: Continuous  
Maximum Table/Input Size: 10 in.  
Data Transmission Characteristics:  
Axi, BCD, Parallel, Serial,  
Differential  
Price: \$45,000  
Distribution Method: End User/  
OEM  
Number Installed to Date: 100 - 500  
Date First Installed: 1980

### PERKINS, INC.

PERPAD 38  
Compatibility: IBM PC, PCXT  
Digitizer Type: Flatbed  
Digitization Method: Active

Cursor Type: Ballpoint Pen  
Accuracy: .005 in.  
Resolution: .005 in.  
Digitization Rate: 80 coordinate  
pairs/sec  
Operating Mode: Point, Continuous,  
Character Recognition  
Maximum Table/Input Size: 11 in.  
Data Transmission Characteristics:  
Axi, Axi Coordinates, IBM PC Bus  
Price: \$995  
Distribution Method: OEM, Third-  
Party  
Number Installed to Date: 500 -  
1,000  
Date First Installed: April 1984  
(See Vendor Profile Page V-26)

### POLYMERUS ILLUMINATION SCIENTIFIC, INC.

3 SPACE DIGITIZER  
Digitizer Type: Magnetic Transducer  
Digitization Method: Active  
Cursor Type: Free/Gyke  
Accuracy: .002 in.  
Repeatability: .002 in.  
Resolution: .016 in.  
Digitization Rate: 30 coordinate  
pairs/sec  
Operating Mode: Point, Continuous,  
Incremental  
Maximum Table/Input Size: 50 in.  
Data Transmission Characteristics:  
Axi, Pura, User-Defined, Parallel,  
Serial  
Price: \$13,500 to \$30,000  
Distribution Method: End User/  
OEM  
Number Installed to Date: Under  
100  
Date First Installed: 1984  
(See Vendor Profile Page V-27)

### SCIENCE ACCESSORIES CORP.

GP-3  
Digitizer Type: Sonic  
Digitization Method: Active  
Cursor Type: Free/Fin, Free/Cross  
Hair  
Accuracy: .01 in.  
Repeatability: .01 in.  
Resolution: .01 in.  
Digitization Rate: 100 coordinate  
pairs/sec  
Operating Mode: Point, Continuous  
Maximum Table/Input Size: 80 in.  
Data Transmission Characteristics:  
Axi, Pura, BCD, Parallel, Serial  
Price: \$2,450 to \$2,100  
Distribution Method: End User/  
OEM  
Number Installed to Date: 100 - 500  
Date First Installed: January 1983

### SUNSHINE CORP.

BT PAD TWO  
Compatibility: IBM PC  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Fin, Free/Cross  
Hair, 3 or 4 Button Cursor  
Accuracy: .01 in.  
Repeatability: .01 in.  
Resolution: .001 in.  
Digitization Rate: 100 coordinate  
pairs/sec  
Operating Mode: Point, Continuous,  
Incremental  
Maximum Table/Input Size: 11 in.  
Data Transmission Characteristics:  
Axi, Pura, BCD, Serial  
Price: \$640  
Distribution Method: End User/  
OEM  
Number Installed to Date: 500 -  
1,000  
Date First Installed: 1983

Maximum Table/Input Size: 72 in.  
Data Transmission Characteristics:  
Axi, BCD, Parallel, Serial  
Price: \$10,700  
Distribution Method: End User  
Number Installed to Date: Under  
100  
Date First Installed: February 1983

### SCIENCE ACCESSORIES CORP.

GP-2  
Digitizer Type: Sonic  
Digitization Method: Active  
Cursor Type: Free/Fin, Free/Cross  
Hair  
Accuracy: .005 in.  
Repeatability: .01 in.  
Resolution: .01 in.  
Digitization Rate: 80 coordinate  
pairs/sec  
Operating Mode: Point, Continuous,  
Stream  
Maximum Table/Input Size: 18 in.  
Data Transmission Characteristics:  
Axi, Pura, BCD, Parallel, Serial  
Price: \$985  
Distribution Method: End User/  
OEM  
Number Installed to Date: 500 -  
1,000  
Date First Installed: December 1981

### SCIENCE ACCESSORIES CORP.

GP-2  
Digitizer Type: Sonic  
Digitization Method: Active  
Cursor Type: Free/Fin, Free/Cross  
Hair  
Accuracy: .01 in.  
Repeatability: .01 in.  
Resolution: .01 in.  
Digitization Rate: 80 coordinate  
pairs/sec  
Operating Mode: Point, Continuous,  
Stream  
Maximum Table/Input Size: 80 in.  
Data Transmission Characteristics:  
Axi, Pura, BCD, Parallel, Serial  
Price: \$2,450 to \$2,100  
Distribution Method: End User/  
OEM  
Number Installed to Date: 100 - 500  
Date First Installed: January 1983

### SUNSHINE CORP.

BT PAD TWO  
Compatibility: IBM PC  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Fin, Free/Cross  
Hair, 3 or 4 Button Cursor  
Accuracy: .01 in.  
Repeatability: .01 in.  
Resolution: .001 in.  
Digitization Rate: 100 coordinate  
pairs/sec  
Operating Mode: Point, Continuous,  
Incremental  
Maximum Table/Input Size: 11 in.  
Data Transmission Characteristics:  
Axi, Pura, BCD, Serial  
Price: \$640  
Distribution Method: End User/  
OEM  
Number Installed to Date: 500 -  
1,000  
Date First Installed: 1983

(See Vendor Profile Page V-33)

### SUNSHINE CORP.

BT PAD 19  
Compatibility: Standard Interface  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Fin, Free/Cross  
Hair, 1, 4, 13 Button Cursor  
Accuracy: .01 in.  
Resolution: .005 in.  
Digitization Rate: 300 coordinate  
pairs/sec  
Operating Mode: Point, Continuous,  
Switch Stream  
Maximum Table/Input Size: 15 in.  
Data Transmission Characteristics:  
Axi, Pura, BCD, Parallel, IEEE  
Price: \$745  
Distribution Method: End User/  
OEM, Third-Party  
Number Installed to Date: More  
than 50,000  
Date First Installed: 1978

### SUNSHINE CORP.

BT PAD 19  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Fin, Free/Cross  
Hair, 1, 4, 13 Button Cursor  
Accuracy: .01 in.  
Resolution: .005 in.  
Digitization Rate: 200 coordinate  
pairs/sec  
Operating Mode: Point, Continuous,  
Switch Stream, Remote  
Maximum Table/Input Size: 11 in.  
Data Transmission Characteristics:  
Axi, Pura, BCD, Parallel, IEEE  
Price: \$745  
Distribution Method: End User/  
OEM  
Number Installed to Date: 40,000  
Date First Installed: 1978

### SUNSHINE CORP.

ID  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Fin, Free/Cross  
Hair, 1, 4 Button Cursor  
Accuracy: .004 in.  
Repeatability: .002 in.  
Resolution: .005 in.  
Digitization Rate: 200 coordinate  
pairs/sec  
Operating Mode: Point, Continuous,  
Incremental, Remote  
Maximum Table/Input Size: 42 in.  
Data Transmission Characteristics:  
Axi, BCD, Parallel, Serial, IEEE  
Price: \$4,000  
Distribution Method: OEM, Third-  
Party  
Number Installed to Date: 40,000  
Date First Installed: 1978

### SUNSHINE CORP.

SC-2000  
Compatibility: Standard Interface  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Fin, Free/Cross  
Hair, 1, 4, 13 Button Cursor  
Accuracy: .005 in.  
Resolution: .001 in.  
Digitization Rate: 100 coordinate  
pairs/sec

## Digitizers

Maximum Tablet/Input Size: 42 in.  
Data Transmission Characteristics:  
Avid, Pura, BCD, Parallel, Serial  
Price: \$4,800  
Distribution Method: End User;  
OEM, Third-Party  
Number Installed to Date: 500  
Date First Installed: May 1983

### SUNMAGRAPHS CORP.

484  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Pan, Free/Cross  
Hair: 5, 4 Button Control  
Accuracy: .01 in.  
Repeatability: .01 in.  
Resolution: .001 in.  
Digitization Rate: 100 coordinate  
per/sec  
Operating Mode: Point, Continuous,  
Incremental, Diagnostic  
Maximum Tablet/Input Size: 12 in.  
Data Transmission Characteristics:  
Avid, Pura, Serial, RS-232  
Price: \$750  
Distribution Method: End User;  
OEM  
Number Installed to Date: 1,000  
Date First Installed: 1982

### SUNMAGRAPHS CORP.

SUNMA MOUSE  
Compatibility: IBM PC  
Digitizer Type: Optical  
Digitization Method: Optical  
Cursor Type: Optical Mouse  
Resolution: .01 in.  
Digitization Rate: 140 coordinate  
per/sec  
Operating Mode: Incremental,  
Remote Request  
Data Transmission Characteristics:  
BCD, Serial  
Price: \$300  
Distribution Method: End User

Number Installed to Date: 1,000 -  
5,000  
Date First Installed: 1984

### SUNMAGRAPHS CORP.

SUNMAGNO DIGITIZERS  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Pan, Free/Cross  
Hair: 5, 18 Button Lighted  
Accuracy: .005 in.  
Repeatability: .001 in.  
Resolution: .001 in.  
Digitization Rate: 100 coordinate  
per/sec  
Operating Mode: Point, Continuous,  
Incremental  
Maximum Tablet/Input Size: 42 in.  
Data Transmission Characteristics:  
Avid, Pura, BCD, Parallel, IEEE  
Price: \$6,000  
Distribution Method: OEM, Third-  
Party  
Number Installed to Date: 700  
Date First Installed: 1980

### SUNMAGRAPHS CORP.

SUNMAGNO  
Digitizer Type: Flatbed  
Digitization Method: Passive  
Cursor Type: Free/Pan, Free/Cross  
Hair: 4, 18 Button Magnifier  
Accuracy: .005 in.  
Repeatability: .001 in.  
Resolution: .001 in.  
Digitization Rate: 100 coordinate  
per/sec  
Operating Mode: Point, Continuous,  
Incremental  
Maximum Tablet/Input Size: 20 in.  
Data Transmission Characteristics:  
Avid, Pura, BCD, Parallel, IEEE  
Price: \$2,000  
Distribution Method: OEM, Third-  
Party  
Number Installed to Date: 100 - 500

Date First Installed: 1980

### SUN-PLEX CO., INC.

TOUCH PEN SYSTEM  
Compatibility: IBM PC, Vector  
Technologies 9000  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Pan, Free/Cross  
Hair Assembly: .005 in.  
Repeatability: .001 in.  
Resolution: .001 in.  
Digitization Rate: 30 coordinate  
per/sec  
Operating Mode: Continuous  
Maximum Tablet/Input Size: 12 in.  
Data Transmission Characteristics:  
Avid, Pura, Serial  
Price: \$785  
Distribution Method: Third-Party  
Number Installed to Date: 1,000 -  
5,000  
Distribution Method: July 1981  
(See Vendor Profile Page V-33)

### TEXTIMEX, INC.

463  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Pan, Free/Cross  
Hair  
Accuracy: .020 in.  
Resolution: .01 in.  
Repeatability: .001 in.  
Operating Mode: Point  
Maximum Tablet/Input Size: 11 in.  
Price: \$3,800  
Distribution Method: End User;  
OEM  
(See Vendor Profile Page V-34)

### TEXTIMEX, INC.

464  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Pan, Free/Cross  
Hair

Accuracy: .10 in.  
Resolution: .07 in.  
Operating Mode: Point  
Maximum Tablet/Input Size: 30 in.  
Price: \$6,190  
Distribution Method: End User;  
OEM

### TEXTIMEX, INC.

888 GRAPHIC TABLET  
Compatibility: Tektronix 405X  
Digitizer Type: Flatbed  
Digitization Method:  
Magnetostrictive  
Cursor Type: Free/Pan  
Accuracy: .004 in.  
Resolution: .005 in.  
Operating Mode: Point, Continuous,  
Incremental  
Maximum Tablet/Input Size: 20 in.  
Data Transmission Characteristics:  
Avid, IBM  
Price: \$5,075  
Distribution Method: End User;  
OEM  
Date First Installed: 1977

### ZYETEK CORP.

E-1008  
Digitizer Type: Pinch Roller  
Digitization Method: Charge-  
Coupled Device  
Cursor Type: Restricted  
Accuracy: .001 in.  
Repeatability: .001 in.  
Resolution: .003 in.  
Operating Mode: Continuous,  
Incremental, RS-232 Controlled  
Maximum Tablet/Input Size: 34 in.  
Data Transmission Characteristics:  
Parallel  
Distribution Method: OEM  
Date First Installed: January 1984  
(See Vendor Profile Page V-37)

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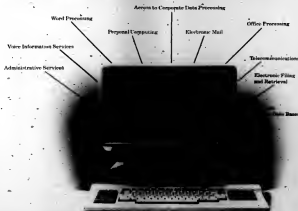
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